

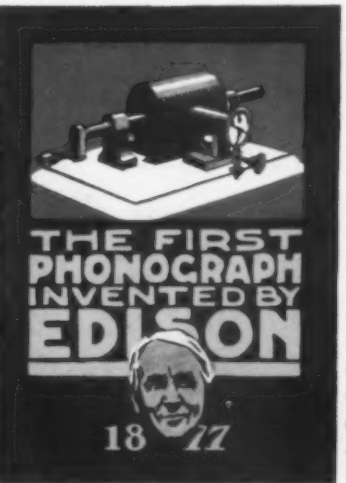
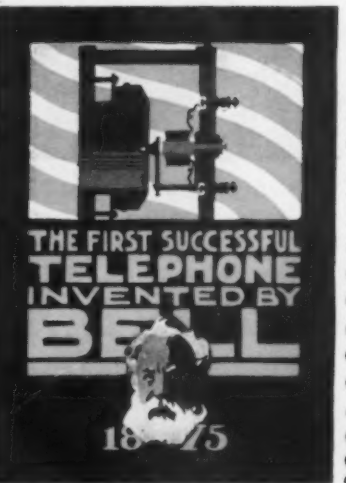
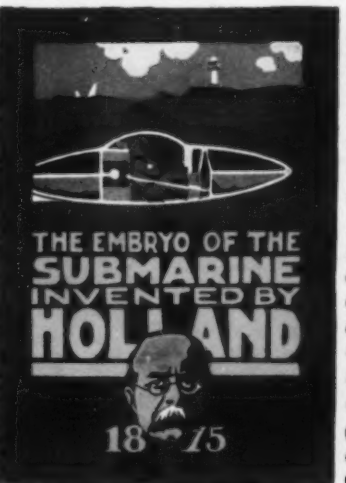
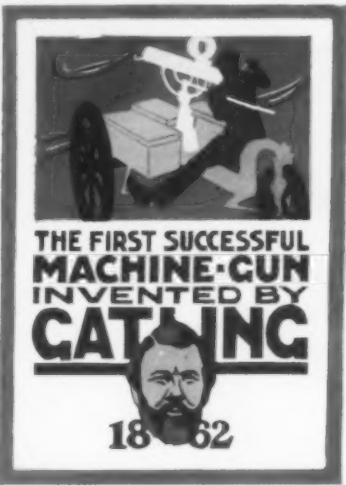
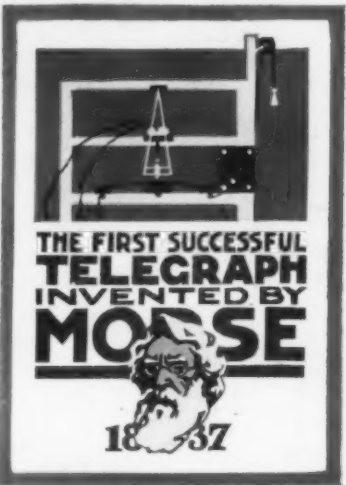
# Leslie's

*Illustrated Weekly Newspaper*

Dec 16<sup>th</sup> 1915

Established in 1855

Price 10 Cents



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Leslie-Judge Co., N. Y.

TWELVE TRIUMPHS OF AMERICAN GENIUS

ERNEST-HAMLIN-BAKER

# THE GIFT THAT CHEERS

**C**OMFORT for everybody—a gift that is useful from cellar to garret. So be sure and mark down "PERFECTION SMOKELESS OIL HEATER" on your Christmas list.

There is nothing like a PERFECTION for helping you out of bed on a winter morning. Light it, and in five minutes you have an abundant supply of clean, odorless heat.

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For sale everywhere by hardware and furniture dealers, general and department stores. Ask your dealer to show you one. Look for the TRIANGLE TRADEMARK.

**PERFECTION**  
SMOKELESS OIL HEATERS



**STANDARD OIL COMPANY of New York**  
PRINCIPAL STATIONS - - NEW YORK, ALBANY, BUFFALO, BOSTON





### School Information

**FREE** Catalogs of all Boarding Schools (or camps) in U. S. Expert advice free. Want for girls or boys? Maintained by American School's Association. Write 1055 Times Building, New York, or 1555 Masonic Temple, Chicago



## Do You Still Use a Horse and Wagon?

Do you know that one *properly-selected* light motor truck will do double the work of a horse at less cost?

Do you know that a *properly-selected* large truck (three- to five-ton capacity) will replace from six to eight horses at a marked saving in expense?

Motor delivery means dependable delivery—added prestige for your business—real dollar-and-cents economy in delivery costs—a broader delivery zone.

It is the business of Leslie's Motor Department to advise you in all matters pertaining to pleasure car, truck, motorcycle, or accessory installation, purchase and upkeep. This service is *free of charge* to Leslie's readers.

Motor Department, Leslie's Weekly  
225 Fifth Ave., N. Y. City

Name.....  
Address: Street.....  
City..... State.....  
Business.....  
I use.....horses in my delivery system.  
I use.....wagons in my delivery system.  
The distance of the farthest point to which I deliver is.....miles.  
The roads are generally in.....condition.  
I could extend the distance to which I deliver to.....miles with proper facilities.  
An average load for my delivery wagon is.....pounds.  
If I install a truck system, { Poor } facilities  
I have { Good }  
for caring for and storing the vehicles on my premises.  
.....of my competitors use.....trucks in their business.  
The make of the commercial vehicle in which I am interested is.....  
I have.....electric current on my premises.  
(Yes or No)  
Please send me replies to the above questions.

# LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States

Established December 15, 1855

EDITED BY JOHN A. SLEICHER  
"In God We Trust"

CXXI

THURSDAY, DECEMBER 16, 1915

No. 3145

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ERNEST HAMLIN BAKER

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Persons representing themselves as connected with LESLIE'S should always be asked to produce credentials.

**CHANGE IN ADDRESS.** Subscriber's old address as well as the new must be sent in with request for the change. Also give the numbers appearing on the right hand side of the address on the wrapper. It takes from ten days to two weeks to make a change.

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Contributors are requested to state—1. Whether such photographs have been previously published.

2. Whether they have been sent to any other paper. Whether or not they are copyrighted.

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You know these trade-marks through National Periodical Advertising.

When you buy a nationally advertised, trade-marked article do not imagine that you have to pay more for that article because it is advertised. Don't let anyone convince you that you pay for the advertising of things you buy.

The truth is that you pay less for things which are nationally advertised, because good advertising reduces selling cost to the lowest known minimum and increases the volume of sales to such an extent that manufacturing costs are reduced and the manufacturer finds it to his advantage to lower prices, improve quality, or both.

You really pay for the advertising

that is *not* done on the things you buy which are *not* advertised.

In other words, you pay a higher price for the non-advertised article because it costs the manufacturer more to sell that article to you by means other than advertising—also because he makes a smaller number of that article than he would make if he advertised it and so has a higher manufacturing cost per article.

Trade-marks and national advertising are the two most valuable servants in business today. Their whole tendency is to raise qualities and standardize them, while reducing prices and stabilizing them.

## Leslie's

Illustrated Weekly Newspaper

MEMBER OF THE QUOIN CLUB  
THE NATIONAL PERIODICAL ASSOCIATION

In answering advertisements please mention "Leslie's Weekly"

## Four Great Pictures



## Steady Work

By  
Enoch Bolles

## Taken by Storm

An Enveloping  
Movement

By  
James Montgomery Flagg

## To Be Continued

By  
E. A. Furman

for \$1.00

Black ink can't describe to you or even attempt to show you what the originals of these pictures are really like.

But you know JUDGE and that guarantees the taste and skill of their execution.

The pictures are 9x12 in full colors and mounted on a heavy, double mat and they sell for twenty-five cents apiece.

One dollar brings all four, along with Judge's Art Print catalog.

Pin a bill to this advertisement and send it in.

ART PRINT DEPT.  
LESLIE-JUDGE CO.

225 Fifth Ave. New York City

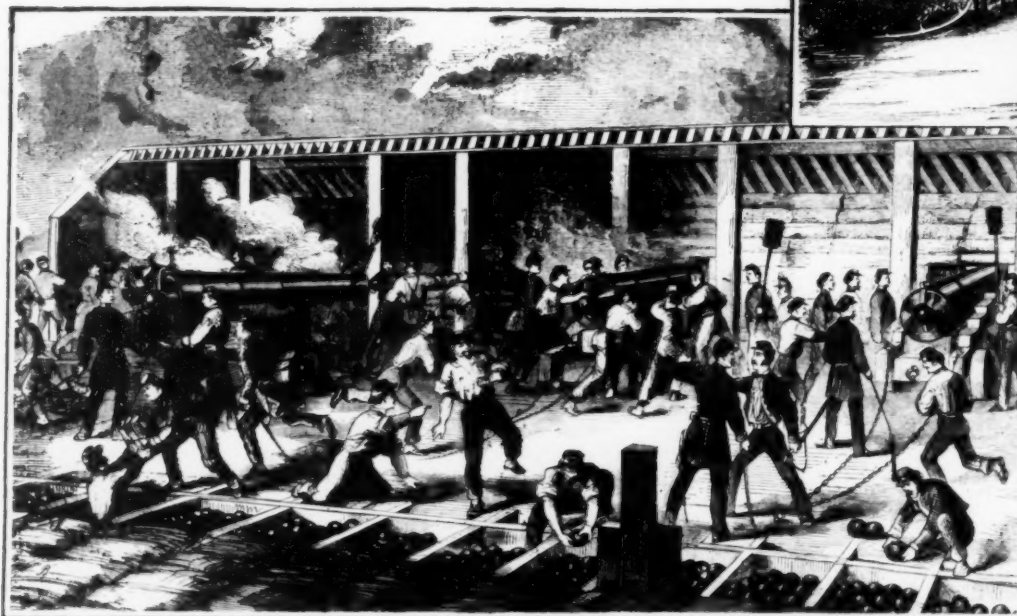
## LESLIE'S A RECORD OF HISTORY IN THE MAKING

For 60 years *LESLIE'S WEEKLY* has been the chronicler of the lives of nations and peoples. While its chief attention is, and has been, centered on the events of the United States, it covers, with less detail, the news of all the world. In its text are reflected the activities of the earth, told in few words, but lucidly and honestly. This service to the reading public is not, however, unique since other periodicals do the same thing. The particular merit of *LESLIE'S* is that it gives the news pictorially—that it presents week after week a record of people and events that cannot be garbled. As we turn back over the files of 60 or 50 or 40 years ago we are most impressed by the pictures. They are wood engravings, made from drawings to be sure, but nevertheless are faithful records of their day. Many of them were drawn from photographs; others are the work of artists who expended almost unbelievable time and labor to make their work truthful even to the smallest details. The illustrations of today are largely direct reproductions of camera pictures and consequently are absolutely convincing. Sixty years hence the student of history can, by turning over the pages of *LESLIE'S*, see clearly and definitely what manner of people fought the European war, even to the cut of the soldiers' tunics, the shape of their helmets, the length of their bayonets, the very features of thousands of men who served in the ranks or held high command. From the pages of this newspaper he can trace the evolution of the aeroplane and the zeppelin; he can see just what the first submarines to be employed in war looked like; he can compare the differences in the details of the mighty death machines of Krupp and Skoda, of Creusot and Armstrong. Yes, even more, he can see, in scores of pictures whose evidence is beyond question, the destruction that these machines wrought and the trail of ruin and death that war leaves in its wake. This is the age of pictures and he who would know what the world is doing must have recourse to them.



FROM *LESLIE'S* OF DECEMBER 16, 1915  
**DR. KANE ABANDONING THE "ADVANCE" IN THE ARCTIC SEAS**

The first issue of *LESLIE'S* gave much space to the Arctic expedition of Dr. E. K. Kane, which had returned from its two-year voyage in search of Sir John Franklin. Its ship, the *Advance*, was furnished by Henry Grinnell, of New York, and the long unexplained absence of the party prompted Congress to send two vessels to the rescue. One of these, the *Arctic*, commanded by Lieutenant Hartstein, picked up the survivors of the party at Disco Island and brought them to New York, where they were received with the greatest enthusiasm. The drawing here reproduced is from a sketch made by one of the party and shows Dr. Kane and his comrades bidding farewell to the *Advance*, which was hemmed in by ice. All the fuel had been consumed and the greater part of the ship's upperwork burned. In the retreat over the ice floes the party was given invaluable assistance by Esquimaux. The expedition reached latitude  $82^{\circ} 30'$ , the nearest approach to the pole up to that time.



FROM *LESLIE'S* OF APRIL 27, 1861  
**THE FIRST BATTLE OF A GREAT WAR**

A splendid drawing of the famous floating battery in action, worked up from a sketch by a Confederate officer who took part in the bombardment of Ft. Sumter, off Charleston, S. C. This was the beginning of the War between the States. A staff of artists was sent to Charleston before the outbreak of hostilities and the drawing here given is only one of many that were put before the people of the North. The floating battery was built of logs and covered with iron. It was anchored at an advantageous point to assist in the bombardment of Ft. Sumter.

FROM *LESLIE'S* OF JULY 26, 1881  
**ASSASSINATION OF PRESIDENT GARFIELD**

The shooting of James A. Garfield, President of the United States, by Guiteau was the most sensational happening in America since the assassination of President Lincoln in 1865 and the public eagerly demanded news of the condition of Mr. Garfield, a demand that was responded to in a pictorial way by *LESLIE'S* with great enterprise. From the day of the assassination—July 24—to September 19th, when death came to end the victim's sufferings, a large staff of artists was kept at work. Many extra editions were issued, and the circulation of the paper increased almost fourfold.





# GERMAN SOLDIERS IN THE FIELD



**TRAINING PRIVATE SOLDIERS TO BE OFFICERS WITHIN SOUND OF THE GUNS**

The German army has a very effective system of promotion from the ranks, and soldiers who show unusual ability are placed in training schools, sometimes so close to the front that they are within sound of the firing. They are carefully instructed in the duties of officers and are pro-

moted as occasion allows. It is customary for candidates for commissions to pass through the non-commissioned grades, although for special merit this may be waived. It is said that there is an increasing spirit of democracy in the German army, heretofore the most autocratic in Europe.



**AMPLELY DEFENDED BY ENTANGLEMENT OF BARBED WIRE**

A stone quarry near Vielle, in France, which the Germans have incorporated into their elaborate system of trench defenses. Note the many strands of barbed wire that run along the top of the quarry. Wire for this purpose is made with extra long barbs and forms a defense that men can-

not pass under fire. Thousands of shells are expended to cut up the wire defenses before a charge is attempted. An observer in the Champagne has reported that in one place the French had so completely destroyed the entanglements that the longest piece of wire found was only six inches.

# EDITORIAL

LET THE THINKING PEOPLE RULE!

## OUR BIRTHDAY CREED

**WE BELIEVE** in the prosperity of the country and that the highest duty of a periodical is to strive to secure it for all.

**WE BELIEVE** that the worst enemies of American prosperity are the selfish demagogue and the self-seeking muckraker to whom everything is wrong and who will not see that anything is right.

**WE BELIEVE** in unceasing championship of every institution which makes for the public welfare.

**WE BELIEVE** in unflinching advocacy of every reform necessary to the advancement of human progress.

**WE BELIEVE** that the world's merchants and manufacturers prefer editorial constructiveness to muckraking destructiveness.

**WE BELIEVE** that an illustrated weekly newspaper should hold the mirror up to the world's news. This has been the mission of **LESLIE'S WEEKLY** for sixty years and will continue to be its mission for all time.

**WE BELIEVE** that the men who build up, whether in humble or exalted station, are worthy of praise and that the men who pull down are deserving of censure.

**WE BELIEVE** that a periodical that drops its responsibility after reporting an event neglects half its duty. If it tears down for the sport of seeing the dust fly it clouds the atmosphere and ruins good work while he who builds anew or seeks to strengthen a weak structure performs a real service.

**WE BELIEVE** that to-day is better than yesterday and we shall try to make to-morrow better than to-day, and finally

**WE BELIEVE** in our motto, "IN GOD WE TRUST."

## LESLIE'S 60 YEARS OLD

**I**N some direction or other **LESLIE'S** has always been in the lead. This is one of its distinguishing characteristics. It virtually opened the pathway of illustrated journalism in this country, for its predecessors in that line were feeble and short-lived. It prospered from its initial number, a rare experience for a periodical of any kind. Born a few years before the war between the States, it made at once a splendid record. In that great conflict its service to the public was brilliant and unrivaled.

No other publication had so many capable artists in the field. Its illustrations of the events of that time earned it international renown. They stand as monuments of realism and accuracy, their historic value having been attested by veterans of the war and by delvers into American history. And ever since, **LESLIE'S** has played well its part as a recorder in picture and print of history in the making. It has consistently been a conservative, and yet constructive, force in the enlightenment of the public and the promotion of the general good. In this respect it has lost no ground; it is to-day as virile and effective as at any time in the past. Worthy causes, sound doctrines, common sense methods never fail to find in it a champion; nor their opposites a censor and a foe.

**LESLIE'S** does not depend on old-time achievements for present-day acceptance and success. It is still full of vitality, abreast of the times and a pointer of the way forward. Only a few years ago it took the lead in condemning the unjust and destructive attacks of muckrakers, yellow journals, demagogues, trust-busters and railroad smashers on the business of the country. At the outset in this course it had to stand alone, for newspapers and magazines generally were at that juncture swept away by the craze for muckraking and defamation of the successful. To-day the attitude assumed so positively by **LESLIE'S** has become that of most of the better-class journals. Nothing has brought to **LESLIE'S** greater commendation than its pleas for sane treatment of the railroads and other big enterprises on which the country's prosperity depends. The proof lies in the marvelous growth of its circulation from 86,000 in 1907 to 446,500, which is the press run of this edition.

The colossal European war has given **LESLIE'S** one of its most fruitful opportunities and it has grasped this fully. No journal in the Union has covered so comprehensively the pictorial features of the world struggle.

## YOUNG MEN, ARISE!

BY WILLIAM S. KIES, NEW YORK

**A**MERICA needs as never before the trained mind, the courageous spirit, and the constructive imagination. There never was a greater demand for big men than in the commercial world to-day. The young men of this school are entering upon a course which leads directly to the open door of opportunity, an opportunity so big with possibilities of accomplishment as to fire the imagination and stir the soul. Let our young men rise to the occasion.

**LESLIE'S** representatives have been everywhere in the war zone and have presented to its readers the most vital phases of the titanic turmoil. The future historian must study carefully the pages of this paper if he would have complete and vivid knowledge of the war's essential details; for a file of **LESLIE'S** constitutes the world's pictorial history, accurate and unquestioned.

On December 15 **LESLIE'S** observed its 60th anniversary. It is now a full-fledged sexagenarian; but it is not 60 years old, but 60 years young. Years may weigh down and make decrepit a human form, but a newspaper, rightly conducted, may always exhibit life, snap and energy. The two million readers of the paper are convincing proof of the fact that **LESLIE'S** is fulfilling, with vigor and satisfaction to all concerned, its special mission of visualizing current events to the public. It purposes for the future to more than maintain its traditions and to continue to lead the way in all that pertains to a journal of its character and class.

## PUBLICITY AS AN EDUCATOR

**A**DVERTISING as a popular means of educating the people to higher ideals is a new thought. Its importance was vigorously impressed at a large gathering recently by First Vice-President N. C. Kingsbury, of the American Telegraph & Telephone Company, in an address on "The Investment Side of National Publicity." The speaker said that the real value of advertising lay in the building up of a business rather than in attracting immediate customers. His great telephone company advertised not to induce people to install telephones, but to inform the public regarding the business purposes, difficulties, problems and the ideals of the telephone company; to make it known to the American people, to use Mr. Kingsbury's words, that "as a corporation, we seek to be absolutely fair and honest, that we are above graft, pettiness, discrimination, that we have before us the lofty ideal of civic service in supplying the means for universal communication, and that we do not seek an unusual or unfair profit."

This pertinent question was asked by Mr. Kingsbury in view of the truth of what he said: "What would it be worth if we could convince everybody in this country that these statements are true? That is exactly what we are trying to teach." The speaker emphasized his point by referring to the efforts of the warring nations in Europe "to convince their own people, the rest of the world and God Almighty that their individual causes are just and righteous." A stronger endorsement of the benefits of publicity has seldom been had than this. Mr. Kingsbury is not alone in holding his view of the matter, for recently Mr. E. H. Gary, of the Steel Corporation, spoke in the frankest terms of the need of greater publicity on the part of all corporations, if they would get the public on their side. Incidentally this justifies the conclusion of Mr. Robert E. Livingston, Director of Publicity of the Consolidated Gas Company of New York, that "there is as much human interest in the advertisements of a publication as you will find in the news pages."

## WAR CAN'T DESTROY CHRISTMAS

**C**HRISTENDOM again comes to its festival of "peace and good will" with half the world at war. Not yet have we grown reconciled to the spectacle of great Christian nations flying at one another's throats, and it is to be hoped we never will.

The fact that it strikes us as particularly incongruous that Christians should fight one another so bitterly during the Christmas season, shows the vitality of the Christmas spirit. War is powerless to destroy it. Hate has been engendered in the hearts of men by this vast struggle, but

the good will and brotherhood and generosity that gather about the commemoration of the Saviour's birth have not been destroyed, and cannot be.

Once more the opportunity comes to those outside the pale of war to exemplify the true Christmas spirit by thinking of others. Many in our favored land cut down their usual Christmas giving a year ago, in order to send cheer to the needy in the war-desolated countries of Europe. Even greater is the suffering and need to-day.

The Commission for Relief in Belgium appeals to the American public to come to the relief of three million wholly or partly destitute people in the occupied areas of Belgium and Northern France. Legitimate though our foreign trade may be, the prosperity we now enjoy is largely due to business created by the war.

From a purely commercial standpoint America may well afford to be generous.

## LET THE PEOPLE RULE!

**A** MAN in a New York town is suing his wife for a divorce, based on a quarrel, because when he came home hungry to supper one night and three eggs were served on the table, she insisted on taking one.

One of the ablest theatrical managers in New York, William A. Brady, says that "it does not pay to present decent plays," in these times when young men and boys sneak off to the theaters to see shows at which their parents would blush.

Congressman Garner of Texas in a recent address is said to have declared that the Government was putting up a post office in his little home town in that state at a cost of \$60,000, when a \$5,000 building would be entirely adequate for the town's needs. Pork!

A superb marble figure of Christ typifying "Christianity Emerging from Paganism," the work of a famous foreign artist, exhibited at the Panama Exhibition, was offered as a gift to the City of San Francisco. The women of that city raised \$4,000 to meet the cost of transportation and material, but according to the news dispatches, the park commissioners refused the gift on the ground that "the subject was a religious one."

## THE PLAIN TRUTH

**S**HAME! Secretary of Labor Wilson, formerly the head of a labor union, recently said: "I have passed through scores of strikes and I have found that the man who advocates disorder or violence is more to be feared by the laboring man than by any host of strike-breakers." We commend these timely words to the people of Wilkes-Barre, Pa., who have permitted a mob to tie up the trolley system for many weeks. The cars were permitted to run, but the community was so terrorized that the people were afraid to ride and the cars ran empty. Finally the women of the Civic Club, with a pluck that emphasizes their patriotism, declared that they would ride if nobody else would and that they would shame the cowards of the community. The women did ride and defied the stone-throwers and dynamiters to do their worst. When they were followed and called names or threatened, these brave women simply turned their assailants over to the police and the intimidation ceased. What should be thought of a community so cowed and over-ridden by advocates of violence and by fear of a mob that it had to depend for relief upon a few earnest, resolute, determined women?

**W**HY? A dozen lives were sacrificed in a Brooklyn fire recently. Abundant laws for the protection of workers in factories are on the statute books of New York. The Coroner's Jury found, thanks to the vigorous presentation of the case by District Attorney Cropsey that the enforcement of these laws had been grossly inefficient. One would expect a wild newspaper outburst against the members of this commission, but the *Evening Post* seems to be the only one that is at all concerned over the fact that in thousands of other factories the lives of the employees depend on the efficient enforcement of the protective laws. It calls attention to the make-up of the Commission which the coroner's jury so severely criticizes. At its head is Mr. Lynch. He was not chosen because he was an eminent builder, architect, or a man of distinguished attainments. He was chosen as Commissioner of Labor, by Governor Sulzer, on his record as President of the International Typographical Union and as a labor leader who might command labor votes, and yet," says the *Evening Post*, "here we find him neglectful and inefficient in one of the most crucial duties of his office, and treating its opportunities for personal perquisites after the most approved fashion of the common ward politician." Has Governor Whitman no duty to perform in this matter?



# WHAT IS VICTORY TO THESE?

PHOTOGRAPHS COPYRIGHT BY UNDERWOOD & UNDERWOOD



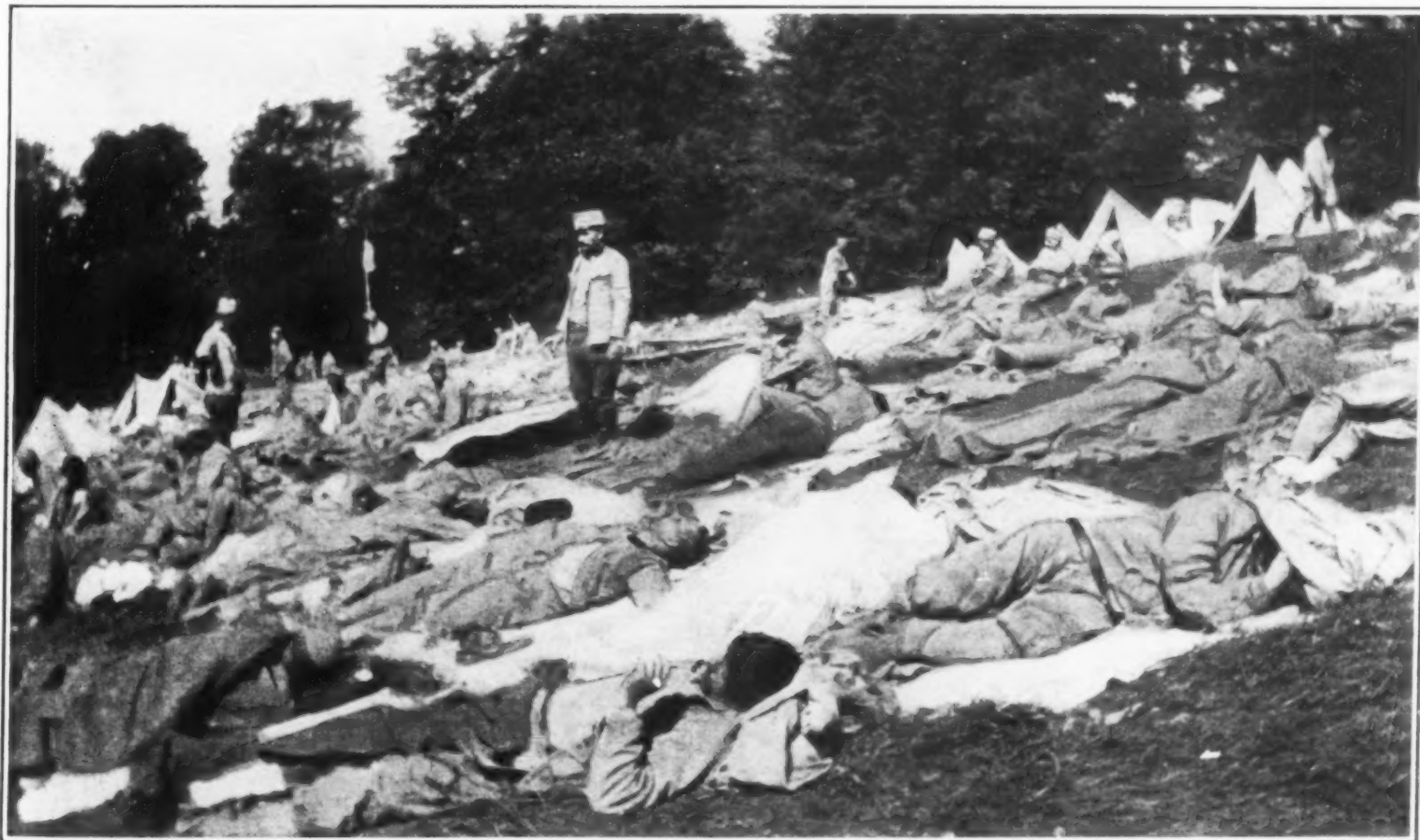
**IN FRONT OF THE TRENCHES**

Two soldiers who have paid for their daring in venturing outside the trenches (shown in the background). One of them had been carrying a roll of barbed wire, presumably to construct additional entanglements. Death is busy along a thousand miles of battle front.



**A CORNER OF THE BATTLE FIELD**

These men were killed in one of the countless attacks and counter attacks that go on night and day along the Western front. Such engagements are not dignified with the name of battles, nor are they extensively recorded in the official dispatches, but in the aggregate they claim thousands of lives weekly without perceptibly changing the relative positions of the armies.



**AUSTRIAN DEAD AND WOUNDED ON THE ITALIAN FRONT**

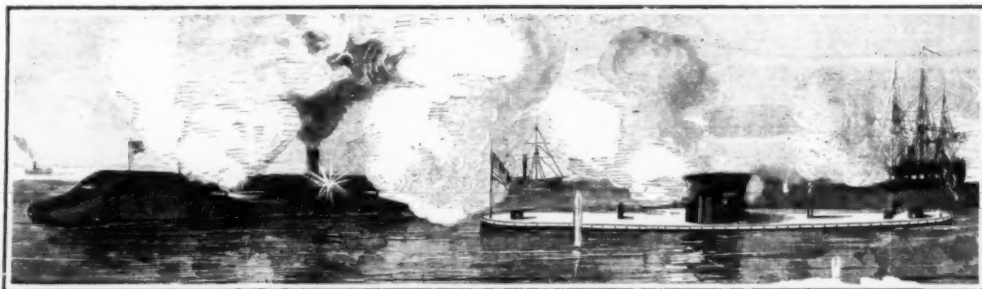
A scene just back of the firing line where the casualties have been assembled and where first aid is being given to those who are not already past its help. Some of the hardest fighting of the war has occurred between Italians and Austrians, and both sides show the

greatest courage and determination. At the beginning of December the Italians were attacking Gorizia without intermission, and it was not thought possible that the city could withstand them for long. It is the key to Trieste.

# LESLIE'S SPAN ONE OF PROGRESS

BY T. DORR

ON the occasion of its 60th anniversary LESLIE's presents a cover displaying, together with portraits of the inventors, pictures of twelve great American inventions, world-wide in their importance and of remarkable and various utility. Six of these antedated the birth of this paper, but the other six have appeared since LESLIE's first saw the light. Nothing could more strikingly attest the fact that America's oldest illustrated weekly has had great length of life and has existed in a period of wonderful progress. During its span many other inventions, such as the auto, the wireless telegraph and telephone, etc., etc., have been developed, and the world has made marvelous advances in numerous directions. All these have been chronicled adequately and interestingly in the pages of LESLIE's. But even had only



## FIRST USE OF THE REVOLVING TURRET

Memorable battle on March 9, 1862, in Hampton Roads, off Newport News, Va., between the Confederate ironclad *Merrimack* and Ericsson's new floating battery, the *Monitor* (in right foreground), provided with a revolving turret, with two guns. The *Monitor* fought the *Merrimack* several hours and compelled her to withdraw.

and changed the whole scheme of naval architecture. With its one or more heavy guns, it is now the chief feature of every modern battleship. The dreadnoughts have as many as four such turrets, and the latter make the vessels formidable in the extreme. This is a feature which is likely to obtain so long as armored warships are in vogue.

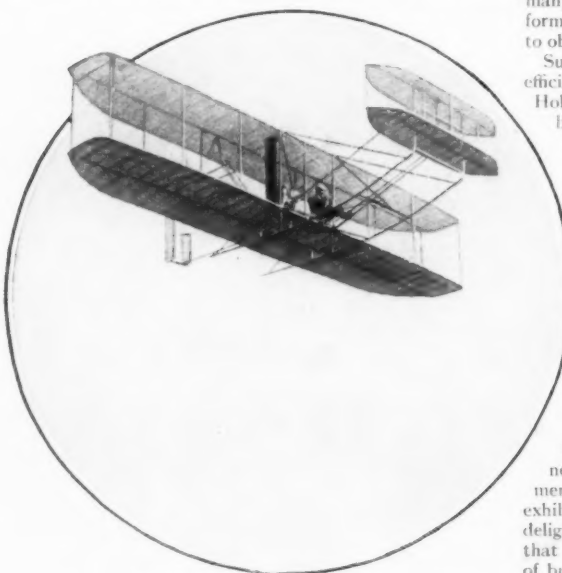
Submarine vessels of one sort or another—none very efficient—had been attempted for centuries, but John P. Holland of Paterson, N. J., in 1875, constructed the first boat of this class which the United States Government cared to acquire. Mr. Holland's craft marked an epoch in undersea navigation. Its successful performances impelled Great Britain to build submarines, and it was the forerunner of a large number of vessels of like type built by other powers. The submarine has been particularly active in the present war in Europe, especially in the hands of the Germans, who have used it to torpedo many British ships. It is a curious fact that Mr. Holland was led to inventing his submarine by his intense zeal for the independence of Ireland and his desire to be able to cripple the British navy.

The telephone, invented by Alexander Graham Bell, in 1875, is too common an article to need description. It was the result of years of experiment by its inventor, and few dreamed when it was first exhibited at the Philadelphia Exposition in 1876 and was delightedly commended by Dom Pedro, Emperor of Brazil, that it was destined to become indispensable in every place of business and in countless households. The instrument is said to have been given its name, "telephone," by Joseph Warren Homer of Boston, Mass., a young student who aided Prof. Bell in his experiments. The telephone has been put into use throughout the country by strong corporations, and its inventor has been made wealthy by the royalties he has received. Recently, through the ingenuity of John Carty, chief engineer, and Bancroft Gherardi, engineer of

plant, of the American Telephone & Telegraph Company, the wireless telephone has been devised and it is possible now for a man in New York and a man in San Francisco, 3000 miles apart, to converse by means of instruments not connected by wire. Useful as it is in peaceful pursuits, the telephone has also been extensively utilized in the military operations of the present great war.

Apart from his lighting and many other valuable devices

Thomas A. Edison won a bright page in history by inventing the phonograph in 1877. He has since synchronized the phonograph and the kinetoscope, producing realistic talking motion pictures. By means of the phonograph the voices of celebrated orators and singers may be recorded and reproduced for the benefit of distant localities and future generations. With the kiretoscope, when per



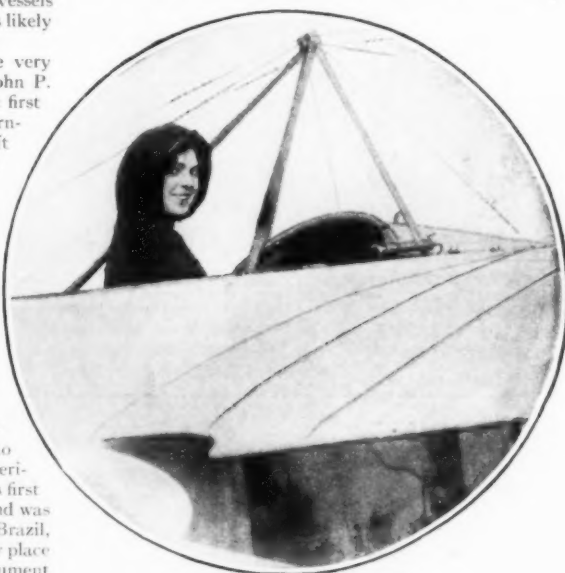
## ORVILLE WRIGHT IN THE AIR

A photograph made at Ft. Myer, Va., Sept. 8, 1908, during a test of the first aeroplane ever purchased by the U. S. government. This event was chronicled in LESLIE's.

the six inventions contemporary with LESLIE's—the Gatling gun, the revolving turret for naval vessels, the submarine boat, the telephone, the phonograph and the flying machine—been given to the world, the past 60 years would have been notable in history.

The Gatling was the first successful machine gun ever produced. It was invented by Dr. R. J. Gatling of Indianapolis, in 1861. The gun consists of a series of barrels connected with a grooved carrier. When the gun is operated cartridges are fed into a hopper and the turning of a crank sends these into place in the barrels and discharges them. This gun was radically different from any in previous use and admitted of faster discharges and heavier projectiles. The weapon has since been altered somewhat and improved. But in its early form it was of signal service to the Union army in the war between the States. Machine guns have in a large degree affected the fortunes of armies in the present great European war, having been extensively employed by both sides. They enable a few men to work havoc in the ranks of a greatly outnumbering charging foe.

The revolving turret, devised by John Ericsson, an American of Swedish birth, for his famous *Monitor*, in 1862, was not new in principle, but that was its first practical application to vessels. The success of the turret itself has been greater than that of the type of vessels on which it was originally erected. The *monitor* is virtually an obsolete craft, but the revolving turret endured

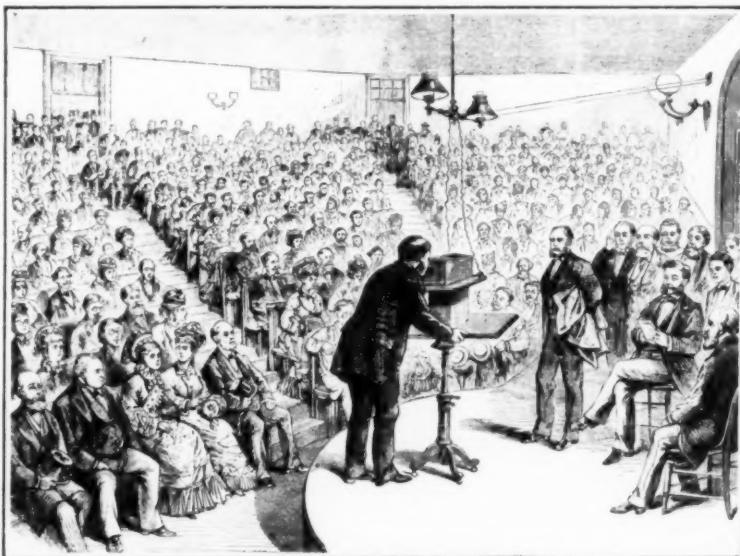


## MISS HARRIET QUIMBY

The brilliant dramatic critic of LESLIE's, who from writing about aviation progressed to flying, and was the leading woman aviator of the most thrilling period of aeronautics.

fect, the eminent ones of the earth may be seen as well as heard by persons who never gazed on the originals. The phonograph has brought entertainment and education to myriads of homes and will doubtless increase in usefulness in time to come.

Man's real conquest of the air dates from 1903, when, after years of experiment, Orville and Wilbur Wright of Dayton, Ohio, constructed the first heavier than air flying machine. The aeroplane which they tested among the Kill Devil sand hills near Kittyhawk, N. C., in the year named, weighed only 200 pounds, had a 16-horsepower 4-cylinder gasoline motor and twin propellers. It carried one of the brothers 852 feet in 59 seconds. This was the first time that a human being had a ride in a feasible flying machine. In 1905 the Wrights constructed a biplane that traveled 24½ miles in 38 minutes and three seconds. Ever since the aeroplane has steadily advanced in efficiency. Until about 18 months ago it was utilized mostly for exhibition purposes, but now it has demonstrated its value in war. It has been widely used for scouting and for dropping bombs in the enemy's territory. Enthusiasts suggest that the war will have to be fought to a decision with fleets of aeroplanes. It is interesting to note that the first woman licensed as an aviator was Miss Harriet Quimby, then dramatic editor of LESLIE's, and the only woman who ever piloted, unaided, an aeroplane across the English channel. Her death in an accident in Boston, in 1912, cut short a brilliant career in both aviation and journalism.



## "THE WONDER OF THE WORLD"

Prof. Bell demonstrating the long-distance work of his telephone at Salem, Mass., on March 15, 1877. Wire connection was made with Boston, 18 miles away, and an extended conversation between the two places was carried on. LESLIE's characterized the telephone as "now the wonder of the world."



# OUR SIXTIETH BIRTHDAY

BY F. J. SPLITSTONE



FRANK LESLIE

THE first issue of FRANK LESLIE'S ILLUSTRATED NEWSPAPER was published December 15, 1855, from 12 and 14 Spruce Street, New York; therefore this publication is beginning its sixty-first year of existence and usefulness. It is the oldest illustrated news weekly in the United States, and is the only one of the many journals founded by the brilliant and progressive Frank Leslie to survive in its original policy and with

only a trifling change in name. Through all these 60 years, which have seen the inception and development of modern periodical publication, LESLIE'S WEEKLY has continued to be what its founder announced in the first issue that he proposed to make it—the equal, as an illustrated periodical, of any in Europe.

Frank Leslie was an Englishman, an artist and a wood engraver. In 1848 he came to America, and in 1854 became a publisher of periodicals. He had several going when, in the latter part of 1855, he announced the forthcoming appearance of a new illustrated news weekly. The first issue was so carefully prepared that the publication can be said to have been born full-grown. It consisted of 16 three-column pages, beautifully printed. It contained 37 wood engravings, several of them of large size, and one map.

The price was 10 cents a copy, which is the price today. Among the illustrations were several from "ambrotypes," as the photographs of those days were called, and from drawings of the Arctic expedition of Dr. Kane. These were engraved on wood, then the only practical method of illustrating papers. The leading editorial was devoted almost wholly to a chronicle of the various attempts that had been made to publish a weekly illustrated newspaper in America. The first was in 1844 when the Chevalier Wikoff got out an eight-page supplement to his weekly, *The Republic*, which he called *The Picture Gallery*. It had a brief existence because the process of illustrating then in use made it impossible to present pictures of news events in a less time than two weeks after they had happened. Ten years later *Gleason's Pictorial* started in Boston and had a transient success, which stimulated a New York publisher to bring out the *American Illustrated News*, an eight-page sheet that sold for six cents a copy. Both it and the Boston publication died from lack of interest in news pictures that were weeks old. Shortly thereafter Barnum & Beach launched *The Illustrated News*, a pretentious publication, which ran for only a few issues.

Into this field, strewn with journalistic cadavers, Mr. Leslie ventured—not without some misgivings—because he had found a method of making his illustrations quickly. He subdivided the large wood blocks into many small squares and gave each square to an engraver, so that an illustration could be completed in hours instead of days. He was thus enabled to produce a real illustrated newspaper, giving news in striking and accurate pictures with almost the speed of the daily newspapers, then, and for a long time thereafter, wholly innocent of illustrations.

The War Between the States gave LESLIE'S WEEKLY its first big opportunity, and it came into great prominence through its splendid war service. It often had as many as a dozen artists and correspondents at the front, and its

work was always largely pictorial. In all that he touched, Mr. Leslie never lost sight of his big idea in publishing—the overwhelming importance of good pictures. He, more than any other one man, brought the illustrated periodical to the perfection that it has attained in America. To mention only a few of the many inventions that came from his force we may cite the straight-line press which has made the rapid printing of to-day possible; the Ben Day machine, used in every engraver's office for stippling black surfaces on engraved plates; and indirectly the process method of engraving, on which he expended thousands of dollars in experimental work, but which he did not live to see become a commercial success.

Mr. Leslie was a restless genius, always reaching out to the ends of the earth for men, material and methods. He used money prodigally, and in his great establishment was a king. Joined to his firm belief in liberal illustration was the sure knowledge that a news periodical contained the greatest vital force, and the WEEKLY was always his favorite among the many publications that he

this kind of work, and shall submit to it no longer. . . . The *N. Y. Illustrated News* is a Live Paper, and is bound to succeed, in fact it is already a success and will be permanent, it pays you a better profit than LESLIE'S and we ask your influence in its favor."

But, as Mr. Stephen Farrally, the president of the American News Company, to whose courtesy we are indebted for this echo of a long-past newspaper war, pertinently remarks: "As 'Leslie's Paper' far outlived *The New York Illustrated News* it is evident that his methods were much more successful and his up-to-date work met with public approval."

On the death of Mr. Leslie in 1880 the control of the WEEKLY passed to his brilliant widow, who continued it along the old lines for several years. At the time of the assassination of President Garfield she displayed great journalistic enterprise and ran up the circulation to about 200,000 copies an issue, which was considered phenomenal in those days.

Mrs. Leslie sold the WEEKLY to W. J. Arkell, the well-



FRANK LESLIE'S STAFF CARICATURED IN ITS PALMIEST DAYS

This caricature of the principal editors, artists, engravers and business men of the publishing house of Frank Leslie was drawn about fifty years ago by E. Jump, one of the famous illustrators of that time. It is located in the big reception room of the firm's offices, then located at Pearl and Elm streets. It is a remarkable testimony to the ability of the caricaturist that after half a century old employees of the house can identify most of the men there portrayed. It is a remarkable galaxy of talent. The names of all those who can be identified are: 1, Frank Leslie; 2, Thomas Powell, humorous editor; 3, Horace Baker, engraver; 4, Charles Gayler, dramatist; 5, Thomas Sands, advertising man; 6, Alfred Leslie; 7, J. Smith, private secretary; 8,

Thomas Brady, circulation manager; 9, Henry Leslie; 10, William H. Ray, foreman press room; 11, E. Jump, artist who drew the cartoon; 12, John McCabe, foreman composing room; 13, Wein Berg, critic; 14, Joseph Becker, artist; 15, Bernard Gilliam, artist; 16, S. H. Bertlett, engraver; 17, A. G. Holcomb, head engraver; 18, George Hagar, writer; 19, James E. Taylor, artist; 20, James Wright, photographer; 21, John G. Shea, editor; 22, John Hyde, artist; 23, Joseph Keppler, artist; 24, Edwin Forbes, artist; 25, C. E. H. Bonwill, artist; 26, Ben Day, artist; 27, "Brick Top," writer; 28, Henry White, advertising manager; 29, Alfred Pearson, advertising man; 30, Albert Berghaus, artist; 31, Charles Miller, cashier.

fathered. He was fond of getting out extras, and this enterprising habit was not without its drawbacks, as is shown by the following extracts from a circular letter sent out to their newsdealer customers in March, 1860, by Ross & Tousey, wholesale newsdealers of New York:

"In reply to yours about Leslie's paper we beg leave to say that we find it utterly impossible to get our supplies of that paper with any satisfaction to ourselves, or justice to our customers. Since the establishment of *The New York Illustrated News*, Mr. Leslie has published his paper very irregular, sometimes on Saturday, sometimes on Sunday, Monday, Tuesday, &c., &c., his old publication day having been changed to keep up with the news. In his anxiety to get out his paper as soon as the other, he now publishes it as soon as he gets a few hundred printed, and then commences a struggle among the dealers for their supplies, many of us keeping two or three hands at his press watching and fighting for the papers. We, as well as the other dealers, are sick and tired of

known and successful publisher of *Judge*, in 1889, and in 1907 both publications passed into the hands of the Leslie-Judge Company, of which John A. Sleicher, for more than a quarter of a century editor of LESLIE'S WEEKLY, is president. Under his control it has become

a really national illustrated newspaper, and the application of modern merchandising methods to its circulation problem has given it the present large and growing circulation, reaching with this issue 444,000 copies, 400,000 of which go directly into the homes of separate subscribers. The confidence of its great founder has been amply justified. It has survived the vicissitudes that have wrecked all his other enterprises—except *Frank Leslie's Popular Monthly*, which still exists as *The American Magazine*—because its very nature gave it a vitality based upon real service to its readers. So it is that it can be, to-day, at once the oldest and the youngest of its kind—the oldest in point of years and the youngest in its eagerness to keep in the van of publishing progress.



MRS. FRANK LESLIE

# THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

**NEUTRALS** INTERNATIONAL  
**HOLD** law, made in  
**KEY TO** time of peace,  
**THE LAW** always suffers

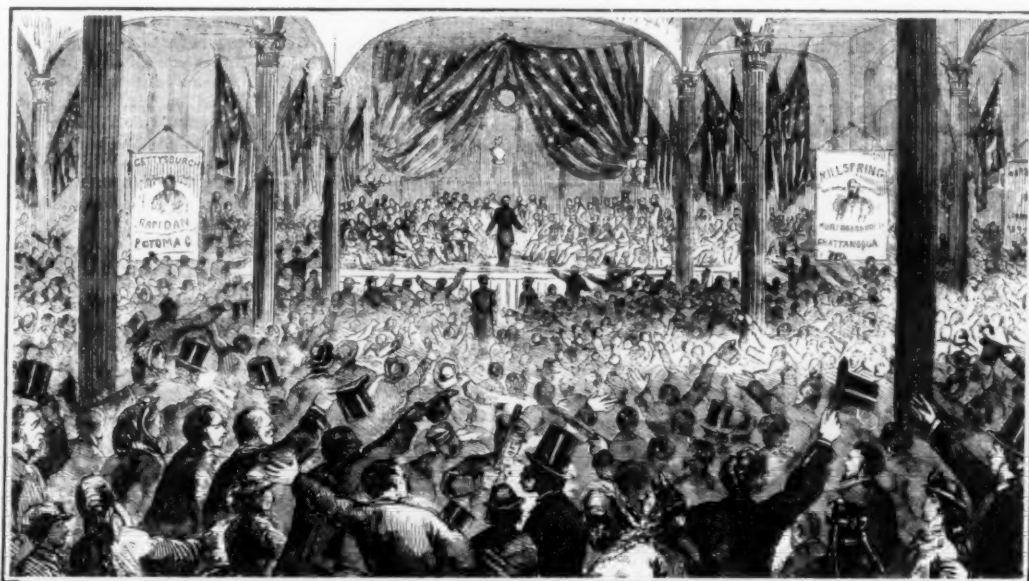
breaches in time of war. Great inroads have been made upon it during the present conflict, but even if America has not done all that was hoped for, she is not to be blamed for the present situation, declares Sir Edward Carson, formerly Attorney-General in the British Cabinet. Sir Edward takes the ground that conventions adopted in times of peace can be upheld only by neutrals, and declares that "this war from the start has shown the ineptitude and powerlessness of neutrals." The justice of the contentions put forward by the United States in the interest of the rights of all neutrals is fully appreciated by many British statesmen. In a debate in the House of Lords upon the controversy between Great Britain and the United States over trade interference, Lord Lansdowne, the government's spokesman, while upholding the Orders in Council, declared that other interests besides those of belligerents had to be thought of and that "the country should spare no effort to minimize the hardships and inconveniences which were inevitably inflicted upon neutrals." Ex-Ambassador Bryce advocated that England should press to the utmost against her enemies all the rights that international law gave her, but said she might easily lose much more than she could gain by pressing her rights to the limit as against neutrals.

The London *Spectator*, however, takes a quite different view concerning our contentions, declaring the American note to be "unworthy of the best traditions of American statesmanship," and predicts that "Americans of future generations will feel anything but pride when they remember the official action of America during the Great War." Viscount Bryce gives expression to a broader statesmanship, when, deploring the shattering of the fabric of international law, he said, "It would be most unfortunate if England were to go beyond what has been considered to be settled international law, and make her own will and her own necessities the judges of her actions."

**THE LID ON ENGLAND** has not dared to face the wrath of the English workman by shutting off the sale of liquor altogether.

Temperance sentiment is not strong enough in the British Isles for such a drastic measure, and the Englishman proverbially resents interference with any habit to which he and his ancestors have been accustomed. Before the war the public houses were allowed to keep open nineteen and a half hours out of twenty-four. The new law has cut this down, even in London, to five and a half hours, without resulting in friction or complaint. The week-day hours are from noon to 2:30 P.M. and from 6:30 to 9:30 P.M. Sundays the hours are 1 to 3 P.M. and 6 to 9 P.M. Spirits for home drinking cannot be purchased on either Saturday or Sunday, and on other days only between noon and 2:30 P.M. The customs of drinking upon credit and treating have also been made illegal. The war is making an impressive exhibit of the possibilities of government regulation of the liquor traffic, which ought to be of assistance to every country battling with the evils of intemperance.

**THE CANADIAN WHEAT PUZZLE** of 20,000,000 bushels of wheat by the Canadian government is the latest illustration of the way in which the usual laws of trade are liable to be



WAR MAKES HEROES OF ITS VICTORIOUS GENERALS

History repeats itself with surprising accuracy. In the warring countries the leading generals are popular idols, as note Joffre, Hindenburg and Mackensen. Half a century ago the North was lionizing the commanders who had re-established the Union by force of arms. New York City went wild with enthusiasm on the 7th of

June, 1865, when General U. S. Grant paid it a visit. From among the several scenes of his reception that LESLIE'S portrayed, the one here reproduced of the ovation given him in Cooper Union best shows the unbounded enthusiasm with which the victor of Appomattox was received.

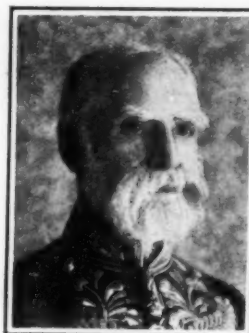
interrupted in war time. The order doubtless originated in Great Britain, but the Canadian government is silent as to that, and gives no reason for the action. One suggestion is that the Imperial government heard that speculators were going to try to corner the market, and that the order was given to check the attempt. But the main source of wheat supply for Great Britain and her allies is the United States, and the immediate effect of this diversion of millions of bushels from the general market into the hands of the government was to cause a rise in price here. Another explanation is that British secret agents in the United States had discovered a conspiracy among German-Americans to buy up Canadian wheat in the hope of getting it, by means of shipment by circuitous routes, to Scandinavian ports and thence to Germany. A still different report is that the grain was commandeered for ultimate shipment to Italy so that Italy would not have to pay an abnormal price. One result of the order will be the closing down of certain Canadian mills through the inability of grain dealers to supply them, and there is no indication that the government will allow any compensation for this inability to fill contracts. Another puzzling factor is the knowledge that the Canadian government, through lack of sufficient vessels, is not in a position to move all the wheat.



SECRETARY GARRISON

Who has had a lively war of words with former President Taft over the administration's policy in the Philippines.

**PEACE AND PUBLIC-ITY** ON December 4th the Scandinavian-American liner *Oscar II* sailed from New York with first and second cabins filled with peace enthusiasts who announced that their purpose was to "have the boys out of the trenches by Christmas." Henry Ford, a Detroit millionaire, invited the members of the party and pays the expenses. The plan of action is veiled in obscurity, but includes a "conference of the neutral powers" and something very like a strike amongst the soldiers, who are to drop their arms and refuse to continue the slaughter. Many well-known people were invited to join the party, but few accepted, Judge B. B. Lindsey and Rev. Charles F. Aked being about the only ones of any prominence. Jane Addams was prevented from going by sickness and former Congressman Barthold, of Missouri, recalled an acceptance a few days before the ship



VISCOUNT BRYCE

The former British ambassador to the United States who has warned Great Britain that she must respect neutral rights.

comment is divided between ridicule and resentment, while the government of Holland inspired a statement that the party will be welcomed in that country only while it refrains from interfering with soldiers of the belligerents. Any violation of Holland's neutrality will be suppressed. The State Department refused to issue passports to members of the party for any but neutral countries.

**WAR OF WORDS** **SECRETARY OF WAR** **GARRISON** has taken former President Taft to task because of statements he made in an introduction to a pamphlet by O. Garfield Jones, a former member of the Philippine Department of Education, arraigning the present administration in the Islands. Secretary Garrison sought to crush the former President by producing a letter from Mr. Jones stating that he had written another article that was, in his opinion, highly favorable to the administration. Mr. Garrison said: "A sickening sense of shame must overcome Mr. Taft when he realizes where his blind partisanship in this matter has led him."

In a vigorous reply Mr. Taft admits that Jones has impaired his own standing as a witness, and proceeds on other testimony to challenge the administration's record in the Philippines, beginning with ousting the former Governor-General by cable to make way for an alleged spoilsman who had never seen the Philippines. This was Francis Burton Harrison, who, according to Mr. Taft, when he arrived in the Islands, in October, 1913, commenced to discharge experienced officials. By July 1, 1914, he had dispensed with 476 American employees who were replaced by Filipino politicians or American Democrats. Mr. Taft charges that through transfer of control of animal diseases to native officers, rinderpest, the greatest danger to domestic animals, has worked much harm; that the administration of the Friars' lands has been inefficient and dishonest; that the Manila Hospital has been demoralized, and that the internal revenue has greatly decreased, largely through inefficiency of native collectors. He denounces the Jones bill, regulating Philippine affairs, which the administration will again seek to enact at this session of Congress.

To Mr. Taft's charges Secretary Garrison replied with a general denial and quoted from administration official reports to disprove many specific statements, without, however, removing the impression that the Harrison administration has been "playing up" to native political leaders to the detriment of the government service. The pleasing thing about this dispute is that both sides condemn partisanship in administrative appointment.



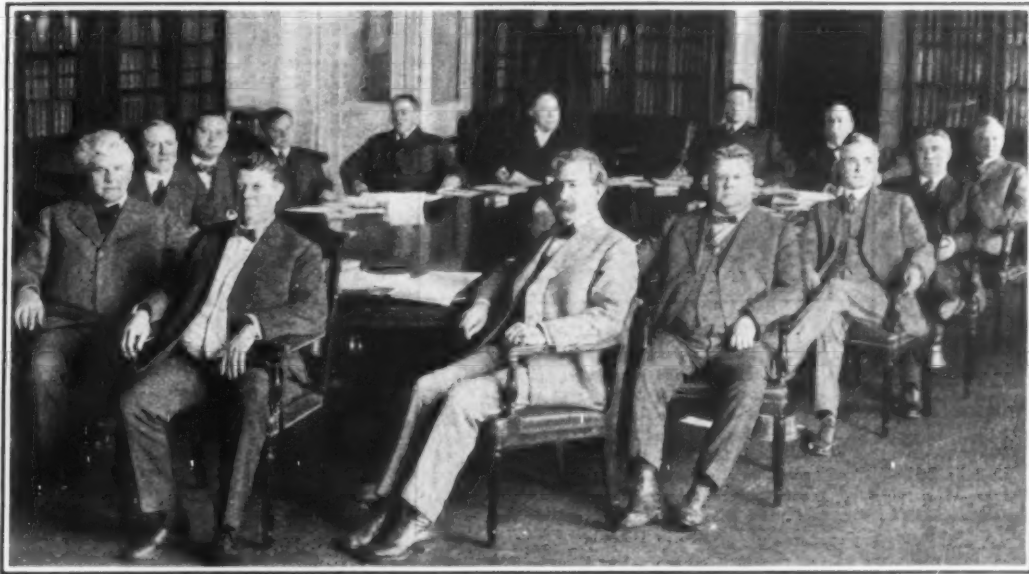
# WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

**PREPAR-EDNESS FOR PROSPERITY** NO comprehensive plan for the preservation of prosperity after the war has so far been mapped out either by President Wilson, his Cabinet or the majority leaders in Congress. Various suggestions have been made looking to certain remedies for specific conditions, but the best medium for a plan of constructive action has been overlooked. There has been entirely too much commission form of government, but if there was any justification for a commission of inquiry and investigation, it is to be found in the present need for a commission composed of the industrial and financial leaders of the United States, to be designated without regard to party. Such a commission should be appointed to study the present changes in the trade conditions governing the world. A commission composed of such men as J. Pierpont Morgan, Ogden D. Armour, Frank Vanderlip, Charles M. Schwab, Henry C. Frick, A. Barton Hepburn, James J. Hill, A. H. Smith, president of the New York Central Lines, Samuel Rea, president of the Pennsylvania, Thomas A. Edison, John D. Rockefeller, Jr., and representative men from all other industries, would do more towards working out a great constructive programme for the United States than could be done in scores of conventions and sessions of Congress. Such men as these would consider it a patriotic duty to cast aside all differences in order to serve their country. They could suggest means for perpetuating the prosperity of the United States. They could aid in formulating a tariff policy that would preserve the American market for Americans. What is being done for the navy by the Naval Consulting Board, could be done for the whole country by a commission established primarily with a view to mapping out a commercial and financial policy that would really place America first.

## RAILROAD PROBLEMS TO SOLVE

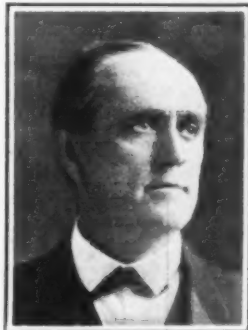
THE considerable discussion which has taken place with reference to President Wilson's recent message to Congress has dwelt largely upon the plans which he outlined for national defense, but some of his most important suggestions have not received the attention which they require. Probably no proposal made by the President was so important as his plan for a commission of inquiry to study the transportation problem of the United States. The President's idea was that this commission of inquiry might ascertain by a thorough canvass of the whole question of railroad transportation, whether the laws of the country as at present framed and administered are as serviceable as they might be in the solution of the problem. "It is obviously," he said, "a problem that lies at the very foundation of our efficiency as a people." He did not believe that there should be any backward step, and added that "the question is not what should be undone, but what should be added." It is wholly probable that the inquiry suggested will be undertaken. Moreover, it is probable that the effort will be made to have this inquiry conducted by somebody other than the Interstate Commerce Commission, and that the result eventually will be an enlarged Interstate Commerce Commission, so that it shall have district members who can work in harmony with State Commissions. Commissioner Clark recently suggested some such plan. If the commission were sufficiently large to have one or two members in each great transportation



## DEMOCRATS WHO HAND OUT THE CONGRESSIONAL PLUMS

The majority members of the Ways and Means Committee of the House, who devoted four days to making committee assignments in advance of the opening of Congress. Reading left to right around the table, they are: Chairman Claude Kitchin (wearing white vest), Henry T. Rainey of Illinois, James W. Collier of Missis-

issippi, William A. Oldfield of Arkansas, Charles R. Crisp of Georgia, Guy T. Holvering of Kansas, Daniel J. McGillicuddy of Maine, John J. Casey of Pennsylvania, Clement C. Dickinson of Missouri, John N. Garner of Texas, A. G. Allen of Ohio, Cordell Hull of Tennessee, M. P. Conroy of New York, and Lincoln Dixon of Illinois.



L. P. PADGETT

Congressman from Tennessee and Chairman of the House Committee on Naval Affairs, who favors the President's plan for an increased navy.

center, there would be better facilities for first-hand knowledge of railroad conditions. The commission at present is trying to run the railroads by the card index system.

The commissioners personally never go near railroad offices, and it is doubtful whether any one of them has taken trouble to make a personal inspection of railroad equipment. The railroad problem should be regarded as one of the most important matters before the present Congress.

## OUR CHIEF NEED

THE President hit upon a happy phrase when he described the goal of the preparedness plans as "national adequacy." That really is the chief need of the United States. With all its great natural resources, the best railroad management in the world, the biggest industries, the greatest scientific genius and the most vigorous initiative, the United States nevertheless has been inadequate in the great struggle for the world's markets. Great Britain has been the principal banker of South America. Germany has far outstripped the United States in South American markets and in European markets. It is only since the European war began that the United States has realized that encouragement must be given to the bankers, if the trade of the United States in South America is to be improved. Formerly it was thought that commerce could be increased merely by the adoption of some legislative device. The people generally understand, however, that unless trade is financed by the United States, there will be difficulty in obtaining it. In making headway towards the goal, the action of prominent bankers in New York, under Mr. Vanderlip's lead, in establishing an international finance corporation, is of far more value than a thousand happy speeches on improving trade conditions. The United States has been inadequate in many other ways. The Sherman law, for instance, prohibits American manufacturers from pooling their interests for the foreign trade, and the result has been that they have competed against themselves as well as against foreign pools. It had been thought that the President would recommend an anti-dumping clause as a means for remedying the present national inadequacy for meeting the deluge of foreign importations which will follow



BARON SHIBUSAWA

Japan's leading merchant and financier, now paying a visit to the United States. He has been a power in developing business honesty in Japan.

the close of the European war. It was also thought that he would recommend an amendment to the Sherman law to permit American manufacturers to pool their interests for foreign trade. These matters, however, are to be taken up in a later message. The nation incidentally has been wholly inadequate in the development of its water-powers and as a result, is paying to Chile about \$20,000,000 a year for nitrates which with the utilization of our water-power facilities, could be manufactured right here.

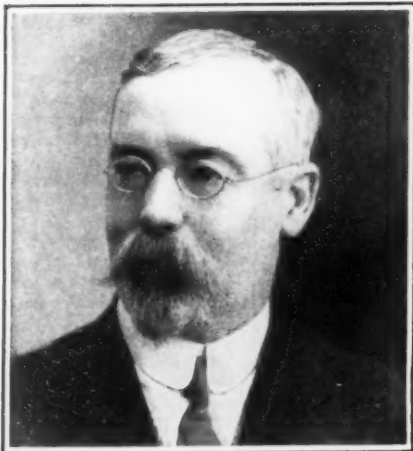
**GETTING AMERICAN SHIPS** THE American government is not to be committed to the policy of government ownership. Free from the influence of William Jennings Bryan, the President indicates clearly that the tendency towards socialism is not to continue. The very crux of socialism

is substitution of State management for individual initiative. The government already is building a railroad in Alaska. The Postoffice Department has taken over much of the express business of the country in parcel post. Postmaster-General Burleson favors government purchase of the telephone and telegraph lines. Secretary McAdoo is in favor of the government going into the ocean transportation business. Secretary Daniels is in favor of building battleships in navy yards and the government manufacture of armor plate. It is reassuring, therefore, to have the President say definitely that "the task of building up an adequate merchant marine for America, private capital must ultimately undertake and achieve, as it has undertaken and achieved every other like task amongst us in the past, with admirable enterprise, intelligence, and vigor; and it seems to be a manifest dictate of wisdom that we should promptly remove every legal obstacle that may stand in the way of this much-to-be-desired revival of our old independence, and should facilitate in every possible way the building, purchase, and American registration of ships." The President remarks that capital cannot accomplish this great task of a sudden, but must embark upon it by degrees. He recommends that the government assume the initial financial risks.

## THE HIGH COST OF SUCCESS

THE business men of America, financiers, railroad presidents, lawyers and doctors, are to be called upon to aid in the solution of the present problems of the United States, just as the scientists have been called upon by Secretary Daniels to act as a naval consulting board. Managers of the leading railroads of the country shortly will be asked by Secretary Garrison to confer with him upon the question of dovetailing the issue of transportation into the national defense problem. It is intended that Cabinet officers in the future shall call into systematic consultation men of recognized leadership and ability who are thoroughly familiar with the transportation facilities, and competently advise how they may be co-ordinated when the need arises. Also, those who may suggest the best way of bringing about the prompt co-operation of the manufacturers of the country and those who will assist in bringing the technical aid of the country to the Government in the solution of practical problems of defense. The party in power is finding that it must depend upon citizen leaders who are not in politics, but who have been instrumental in bringing about commercial and financial development, to overcome obstacles set in its path by agitators and muckrakers.

# PEOPLE TALKED ABOUT



## UTAH'S COURAGEOUS GOVERNOR

William Spry, whom the people of Utah chose to execute the laws of the state, had the courage, not only to defy the I. W. W. which demanded that he save the life of Joseph Hillstrom, convicted of an atrocious murder, but to resist the strongest pressure that the President of the United States could bring to bear. Hillstrom, known as "Joe Hill, the hobo poet," was a Swede and the Swedish minister asked the President to intervene. Mr. Wilson got one reprieve on the plea that new evidence had been discovered. No new evidence being produced the governor very properly refused to again interfere at the President's request.



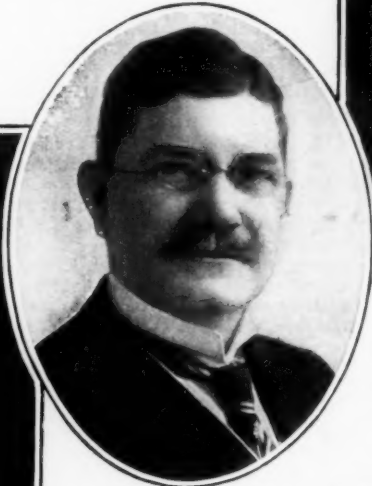
## HUNGARIAN PEACE ADVOCATE

Mme. Rosika Schimmer, who is credited with originating the plan for stopping the European war by a conference of neutrals which has been taken up and financed by Henry Ford, a wealthy manufacturer of Detroit. Mr. Ford bought all the cabin accommodations on the steamship *Oscar II* and, filling the ship with a motley assemblage of peace advocates, sailed from New York early in December.



## THE PRESIDENT'S GRANDDAUGHTER

Miss Ellen Wilson McAdoo, with her mother, photographed on her first Thanksgiving Day. The little Miss is six months old and the idol of her father, Secretary of the Treasury William F. McAdoo.



## COMMENDED FOR EFFICIENCY

Double honors have recently come to Postmaster Conlin M. Selph, of St. Louis. He was elected president of the National Association of Postmasters, at its convention at Washington, D. C., and has been complimented by Postmaster General Burleson for having an unexcelled record for efficiency and progressiveness.



## A BOSTON DIANA'S SUCCESSFUL SHOT

Miss Marion Fuller, of Boston, an enthusiastic sportswoman, recently killed a white deer in the Adirondack mountains. This deer has been seen by hunters for several years past, and many have shot at it, only to score failures. It had so many escapes that it became known as the "phantom deer." White deer are very rarely shot and Miss Fuller has offered this specimen to the Museum of Natural History of New York. She says that every girl should spend a couple of months in the open each year.



## HAS HAD MORE THAN A CENTURY OF LIFE

Mrs. Lydia Botkin, of Homer, Ill., celebrated her 101st birthday on November 10th with two children, seven grandchildren, 17 great-grandchildren and four great-great-grandchildren as her living descendants. She is in the best of health and looks like a person of 70 years.



## HUSBAND AND WIFE GET DEGREES

Mr. and Mrs. Timothy T. Lew, Chinese educators, have both received the degree of Master of Arts from the Teachers College of Columbia University. Mrs. Lew possesses eight diplomas and degrees from American institutions of learning. She is shortly to return to China, where she will have supervision over the kindergartens of five provinces. She was sent to Columbia by the Chinese government. Mr. Lew will seek higher degrees in philosophy at Columbia.

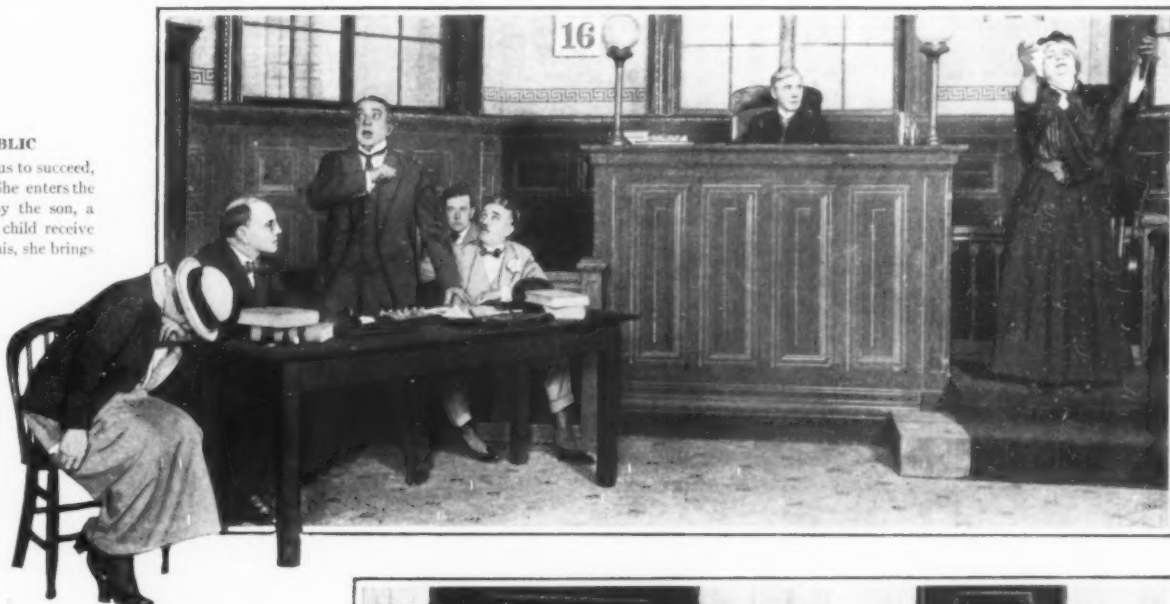


# BIG HITS IN NEW YORK THEATRES

PHOTOS BY WHITE

## COMMON CLAY, AT THE REPUBLIC

Ellen Neal (Jane Cowl) was a poor girl ambitious to succeed, was led astray and determined to reform. She enters the service of a wealthy family and is seduced by the son, a college boy. Assuming the right to have her child receive his share of its father's fortune, and solely for this, she brings action. In a realistic court scene, the woman supposed to be her mother (Mabel Colcord) confesses that she is the foster parent, and the prosecuting attorney (John Mason), held high in the public estimation, proves to be her father. In a manly way he determines to care for her and her child, and thus the happy denouement. The absorbing interest of the play continues from the beginning to the end and it is so intense that many of the audience believe that one of the acts might be considerably shortened. This is a new American drama by Cleves Kinkead and has attracted considerable attention because it was heralded as the Harvard Prize American Drama.



## THE ETERNAL MAGDALENE, AT THE 48TH STREET THEATRE

Elijah Bradshaw (Emmett Corrigan), a wealthy religious enthusiast, leads an anti-vice crusade. A newspaper reporter pleads the cause of unfortunate women with Bradshaw who refuses to listen. A fallen woman facing eviction writes Bradshaw a letter cursing him and his family for her hardships. Falling asleep at his desk Bradshaw dreams that the curse is fulfilled. The "Eternal Magdalene" (Julia Arthur) in the vision discloses his own indiscretions and impresses the words of Christ, "He that is without sin among you let him cast the first stone." Bradshaw awakens to find it all a dream. He then proclaims his purpose to uplift the fallen.



## THE LIARS, AT THE PLAYHOUSE

Lady Jessica Nepean (Grace George), the pleasure-loving but neglected wife of Sir Gilbert Nepean (Lumsden Hare), carries on a dangerous flirtation with Edward Falkner (Conway Tearle), just returned from Africa and the idol of the English public. At a tête-à-tête dinner at a country inn they are surprised by several members of their social set as well as Lady Jessica's brother-in-law, who informs Sir Gilbert of the affair. Lady Jessica's friends try to help her out of her difficulty by a series of clever lies that do not convince Sir Gilbert. Finally Lady Jessica asks Falkner to tell the truth. He does so, exonerating her. She returns to her husband and Falkner goes back to Africa.



## ABE & MAWRUSS, AT THE LYRIC THEATRE

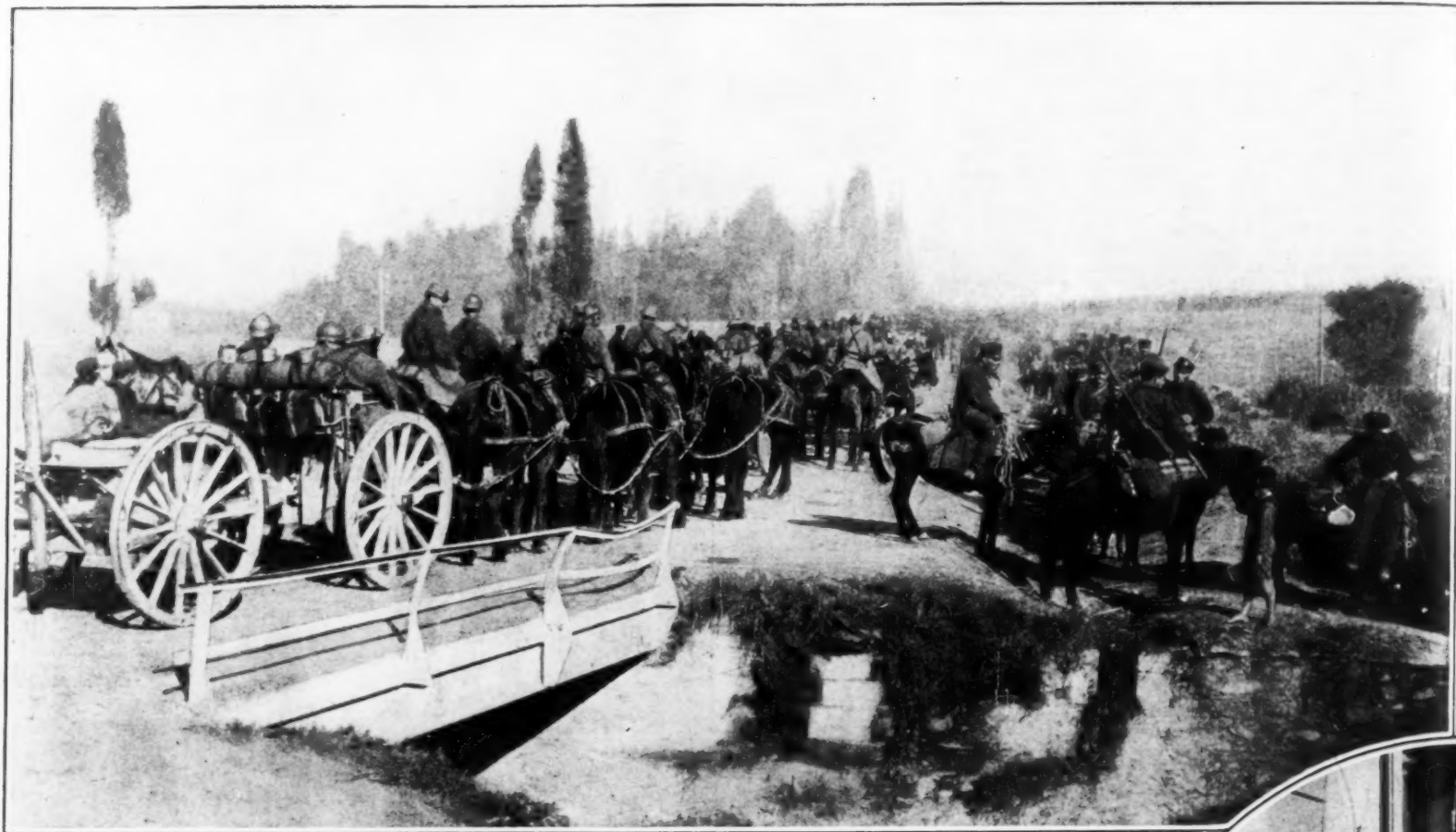
Abe & Mawruss are partners, Abe conservative, Mawruss eager to get rich. Two promoters reorganize their steadygoing little business on a highly inflated basis. Abe refuses to sell excepting for \$75,000 in cash. When the promotion fails and Mawruss is threatened with indictment, as an accessory to a fraud, Abe puts in his \$75,000, saves the firm's credit and Abe & Mawruss resume partnership again in a humble way. Mrs. Abe on the left, who wants her husband to take the plunge, while Abe, at her left, refuses to listen to the promoter. Mrs. Mawruss (in the center) pleading with Mawruss not to go into the enterprise. At the right, Abe's brother-in-law and his wife discussing the wealth they are about to have.



## FAIR AND WARMER, AT THE ELTINGE THEATRE

Laura Bartlett (Janet Beecher) gets tired of her husband, Billy Bartlett (John Cumberland), because he is too amiable. Billy's friend, Jack Wheeler (Ralph Morgan), tells Billy to "start something" and shows him how easily he (Jack) fools his own wife, Blanche (Madge Kennedy). The latter learns of her husband's deceit and proposes to Billy that they pretend to have a love affair and that they harmlessly "compromise" themselves by indulging in a hilarious champagne supper. Billy's wife and Blanche's husband appear at the close of the act. Separation and divorce are threatened, but after due explanations peace and happiness are restored to both families.

# JAMES H. HARE'S BALKANS



**FRENCH ARTILLERY PASSING A GREEK CALVARY REGIMENT**

The French were the first of the Allied troops to land at Saloniki for the assistance of Serbia when she was assailed by Germany, Austria-Hungary and Bulgaria. They were received with enthusiasm by the Greeks. Later the Greek government repented of its permission to

land, at least to the extent of making a formal protest. The artillery here shown passed from Greece into Serbia a few days after landing. The French forces have done some brilliant fighting with the Bulgars but with varying fortunes.



**PRINCE ANDREAS AT THE HEAD OF THE GREEK ARMY**

A view of the brother of the King of Greece as he rode through Saloniki at the head of a powerful army of Greek troops. The parade was in celebration of the third anniversary of the capture of the city from the Turks, but it also served to show the Allies that Greece has a very powerful force at hand.

So far the Greek government has refused to withdraw its forces from Saloniki, where they are more or less of a threat to the operations of the Allies. Greece defines her attitude toward the Entente powers as one of "benevolent neutrality," but avoids a definite alliance.



**GENERAL SERRAIL, COMMANDER OF THE FRENCH FORCES IN THE BALKANS**

He is one of the trusted generals of the Entente. He has been in command of the French forces in the Balkans for some time. He is badly there. When the Balkan front was in a state of confusion, he was sent to Saloniki, and holds the supreme command. His second-in-command officer is General Mahon. Mr. Hare was with General Serrail at this picture. He has also received word from General Serrail. Early in November he left Saloniki for the front. He has not yet received word from him since. Mr. Hare will, however, give the news of the Balkan campaign as it develops.



# KAN WAR PHOTOGRAPHS



**BRITISH GUNS TO HELP THE EMBATTLED SERBS**

A part of the artillery contingent that passed through Saloniki to Serbia. The British expedition was small and late in arriving. This picture was made November 5th. The censor does not permit Mr. Hare to make any statements about the size of the forces disembarked, but from other sources it

is learned that on that date the French numbered about 60,000 of all arms and the British 20,000. This force was not large enough to be of much assistance to the Serbs, whose country has been overwhelmed as was Belgium in the early days of the war.



**THE COMMANDER OF THE ALLIES IN THE BALKANS**

General Sir Ian Hamilton, and was sent to take command of the British forces in the Balkans after things began to go wrong for the Allies. He was sent to Saloniki in November. The British ranking officers there. Mr. Hamilton received a special permit to make a journey into the interior of Serbia. The landing of troops from Monastir, which place is the best pictorial news of the conditions.



**FRENCH TRANSPORTS AND CAVALRY HORSES AFTER DISEMBARKATION**

This shows a small corner of the great cantonment of French horses that were poured out of the transports at Saloniki. The equipment of an army requires more room on the transports than the troops. An officer of the United States army estimates that the shipping shown in the background of this

picture would carry about 10,000 men with their horses, artillery, transport and stores. The landing of men and munitions at Saloniki progresses steadily. Lord Kitchener, who was at Saloniki in November, is reported to favor a large British force in the Balkans.

# SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



OLIPHANT

The army's right half, who stands 5 feet 7 inches, weighs 163 pounds and comes from Indiana. He scored the entire 14 points made by the army.



WHEN THE CADET GRAY FLOATED ABOVE THE MIDDY BLUE

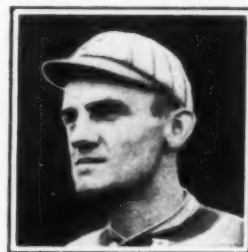
Despite wind and rain the annual clash between the Army mule and the Navy goat at the New York Polo ground recently drew a crowd of more than 40,000 football enthusiasts, including President Wilson and a number of the Washington officials particularly interested in West Point and Annapolis. The struggle was well worth witnessing though the outcome was no surprise to the gridiron fans. "Good night, Nay-vee! Good night, Nay-vee! The Army wins to-day," sang the cadet chorus, and this melodious forecast proved to be correct, the middies going down to defeat before a 14 to 0 score. The game was well fought through-

out, at least as far as the defence was concerned. The cadets unquestionably had a slightly stronger and more finished team, but there was not the great difference between the elevens indicated by the score. The muddy field appeared to worry the Navy players, and

in consequence they made several blunders which contributed considerably toward their defeat. The photograph shows Elmer Oliphant being tackled after a gain through the Navy's line. The Hoosier boy was the particular hero of the occasion and was in the limelight at practically all times. His successful efforts in this contest alone will cause him to be ranked as one of the season's most spectacular players.



CRAVATH



FISHER

## A TRIO OF SWATDOM'S TWINKLERS

The official batting averages of the National League, issued recently, show this trio as among those who won exceptional honors in parent organization in the 1915 season. "Gabby" Cravath, the Quakers' mighty slugger, who hit .285, led in total bases with 206, easily topped the home run hitters with 24 and was best in scoring runs with 80. "Scoops" Carey, of the Pirates, was the leading base stealer with 36. Not much of a record when compared with that of Ty Cobb, the American's sensational sack pilferer, but still not bad for the National, considering that Johnny Evers, a player feared by all pitchers when on the bases, made but seven steals. Bob Fisher, of the Cubs, headed the list of sacrifice hitters with 42.



CAREY

## RING DOWN THE CURTAIN

The season's o'er, the last game's played,  
All echo of the cheering's died away;  
And naught but memories remain

To 'mind you of the play of yesterday,  
No doubt there're things which you regret,

Chances you missed and plays you might have made;

In retrospect you note those times,  
And feel, perchance, defeat you might have stayed.

Cheer up, old pal, forget the past,  
Becloud not life with sighs and vain regret;

If you but played the game the best you knew,

If at all times you tackled fair and true,  
'Twas all that any of us asked of you,  
All things now past, old pal, forget.



CORNELL CLINCHES TITLE TO EASTERN CHAMPIONSHIP

The recent gridiron battle at Franklin Field, in which the invincible Cornell eleven took the measure of the Penn team by a 24 to 0 score, was one of the year's most stirring football encounters. Incidentally it was something of a one-man affair, Charley Barrett, captain and quarterback of the Ithacans, making two touchdowns and kicking three goals from touchdown and one field goal for a total of 18 points. Up to the beginning of the final period the red and blue legions

held the advantage by a 9 to 7 score, largely through their magnificent defensive efforts. Then the red warriors tore into their rivals with the same display of "steam" which they had shown in their previous battles this season, and fought their way to a one-sided victory, in the making of which Barrett's plays netted 11 of the 17 points scored in that period. Barrett is shown in the picture running around Penn's left end for a touchdown.





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## HOW FEAR OF LAW WASTES MILLIONS

BY E. A. STERLING



**WASTEFUL METHODS OF LUMBERING**

Logged over lands on Elk River, Chehalis County, Washington, where only the choice timber has been utilized and all the second grade has been allowed to go to waste. About 30 per cent. of all our timber is thus destroyed.

FIFTEEN billion feet of lumber which would be worth some \$200,000,000, and which represents more than is spent on our navy and coast defenses, is annually left to rot in the privately owned forests of the United States. This is what President Robert H. Downman, of the National Lumber Manufacturers Association, told the members of the Federal Trade Commission in Chicago recently. He said: "The wicked and needless waste of a prime, natural necessity would be impossible in any other civilized country in the world. With us waste results from fear of law; in Europe waste is made impossible by law." This waste of a natural resource results because the price of lumber is now so low that a price covering even cost of production is not obtainable. The average of 30 per cent. which is allowed to remain in the woods to waste would in a trifle over three years equal one year's total consumption of lumber. The lumber manufacturers are not indifferent nor insensible to the wasteful methods of cutting which prevail; yet their choice, they declare, lies between waste and bankruptcy, and they naturally prefer the former.

The question is why this great lumber industry is so depressed that high grade lumber commands only low grade prices and the low grade lumber cut each year, roughly valued at a fifth of a billion dollars, is left to rot in the woods? With over six billion dollars invested exclusively in saw-mill plants and standing timber, an annual output valued at over a billion dollars, and employing nearly 700,000 men, on whom 3,500,000 are dependent, the lumber industry ranks second in value of output and third in number of employees among the industries of the United States.

### WOES OF LUMBERMEN

Many problems are responsible for the crisis which has led the lumbermen to lay their cards on the table and say that "if the government is to follow a policy of encouragement to big business" theirs is a good place to begin. There are the inside questions of carrying charges on reserve stumpage, increased manufacturing costs, labor problems, over production and low prices, fire protection, shifting of sources of supply and transportation difficulties, not to mention increased pressure of competition by other building materials. As if these things were not sufficient, along comes the European war, which largely cuts off the eight per cent. of lumber exports,

the new tariff and new marine laws, and the Panama Canal, which creates new competition between widely separated lumber producing regions. Adding to the complications, the government becomes the competitor of the private lumber manufacturer, selling stumpage on which no carrying charges are required and throwing government lumber into an already overstocked market; while the Federal laws are framed so that the lumbermen are afraid they will be breaking some statute if they adopt measures for the solution of their own problems.

### FACTORS IN DEPRESSION

Many factors other than those due to general business depression have forced the lumber industry into a slump, which is likely to be permanent unless relief can be secured. There are not even war orders to act as a temporary stimulant, and if there were there would be no ships available for lumber cargoes. Julius Kruttschnitt, of the Union Pacific R. R., upon his return from the far West and Southwest last spring spoke of the "practical paralysis of the lumber business." Three months later Babson, an eminent economist, discussing the relation of the lumber industry to the general prosperity of the country, said: "If it were not for the weakness in the lumber trade and the depression in the cotton States, we could predict a period of general prosperity." Neither Mr. Kruttschnitt nor any other railroad man will find much encouragement in any trade improvement which does not include lumber. At important shipping centers in the Northwest, forest products constitute 75 per cent. of the freight traffic. It used to be estimated that the railroads consumed nearly 20 per cent. of the total lumber output of the United States; yet since 1907, they have not been on the market for more than 60 per cent. of their normal consumption.

We find a nation which still has standing timber resources to the enormous total of 2,870 billion board feet. The average amount of wood used annually in the United States during recent years has been about 52 billion feet, including all forms except fuel, fence posts and fence rails. We have, therefore, a theoretical supply for 56 years, assuming that fire and waste will equalize new growth, and with the further assumption that reduction in consumption per capita will be met by increase in population. Slightly more than half of this total is in

(Continued on page 671)

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In answering advertisements please mention "Leslie's Weekly"



## HOW FEAR OF LAW WASTES MILLIONS

(Continued from page 670)

the Pacific Northwest, the remainder being distributed about equally between the South and Southeast and the Lake States and Northeastern States. Of the grand total, about 670 billion feet is in public ownership, which leaves over 2,100 billion feet to be carried as an investment by private owners.

### CARRYING CHARGES LARGE

The problem of carrying charges on reserve stumpage in the Northwestern States is acute. Three States, Washington, Oregon and California, with a combined population of about 4½ million people, contain half the standing timber of the United States and manufacture annually only 20 per cent. of the timber used. These carrying charges represent interest on the investment, taxes and fire protection. On the basis of six per cent. compound interest alone, values double every twelve years. When to this is added the annual charge for fire protection and taxes, values double about every eight years. The only solution is to make sufficient profit from current manufacturing operations to take care of the charges annually, and to give a reasonable return on the investment. To do this production must be regulated so as to keep prices uni-

mills. This is not generally possible, however, because overhead and carrying charges must be met. To shut down a mill or reduce the output is a catastrophe to the people dependent upon it for support. Another reason is that one man cannot shut down nor cut down unless the other fellow does it, for fear of losing his markets and trade.

Greater consumption might be as good a solution as less production. As a matter of fact, this is a development with which the lumbermen intend to supplement other remedial measures. A Trade Extension Department of the National Lumber Manufacturers Association has been created, which through a national campaign of education and publicity will show the uses and possibilities of wood as a building material. The other side of this problem is that an educational propaganda covering the proper use of wood will ultimately conserve, rather than exhaust, our supply.

### GOVERNMENT HELP ASKED

As to the possibility of some form of government sanctioned relief being suggested by the Federal Trade Commission, which recently heard the evidence of lumber-



WHERE FIRE HAS DONE ITS WORK

Following the lumberman the flames have destroyed all the small stuff left standing as well as the logs on the ground that had not been removed.

form and at a reasonable increase above cost. Unregulated production and low prices caused a loss of twelve million dollars to lumber manufacturers in Washington and Oregon alone in 1915. If over-production is the paramount crime, why do not the lumbermen make their own arrangements without asking government sanction for limiting the output? The iron and steel industry, which did not ask Federal permission, reduced operations from 100 per cent. to 27 per cent. during the past year. The reason is that the lumbermen wish to avoid the court proceedings which the steel industry has just gone through; yet, the steel business is in better shape than the lumbermen have been.

### DIFFICULTIES OF REGULATION

To control production is not a simple matter if carried far enough to result in material benefit. There may be hundreds, or even a thousand or more individual steel plants or cement mills, most of them of large size; but in the lumber manufacturing business there are nearly 50,000 independent producers, large and small, scattered all over the country. To arrange cooperation among more than a small percentage of these is obviously impossible. Big lumber manufacturers in a few cases may be able to regulate the production of their

men it had invited to attend a hearing, that is for the future to decide. The boon which the lumbermen asked the Commission, through the National Lumber Manufacturers Association, was "the fullest possible investigation of our trade conditions," and permission for some kind of a relief from "demoralizing conditions that have for a long period existed and still exist." The measures of relief suggested contemplate curtailment of production to meet actual consumption, and cooperation which will prevent ruinous and uncontrolled competition. Supplementary remedies suggested by the Pacific Coast representatives included permission to form cooperative selling agencies, and, outside of what the lumbermen can do themselves, Congressional action amending the marine laws to encourage domestic shipping and to permit railroad-owned ships to operate through the Panama Canal.

If big business is to be encouraged, it seems logical that the Trade Commission should be willing and able to give advice as to the legality of a proposed plan. The lumbermen by invitation have made a complete, frank presentation of their case in the hope that they may be advised whether the remedies they suggest to alleviate the present situation will, in any way, encroach on the anti-trust laws of the nation.



## Three costly typewriter evils ended by the Royal

**L**OST alignment in a typewriter is an evil of service that directly leads to the two other evils of *excessive repairs* and *"trading-out."*

The picture below shows plainly how the Royal overcomes the evil of *lost alignment*. It shows why the Royal stands up to the most strenuous use through years and years.

It shows part of the reasons for the long life, continuously satisfactory service, and *definite value* of the Royal.

Before you buy a typewriter, before you decide that you are fully satisfied with *any* typewriter service, know the Royal.

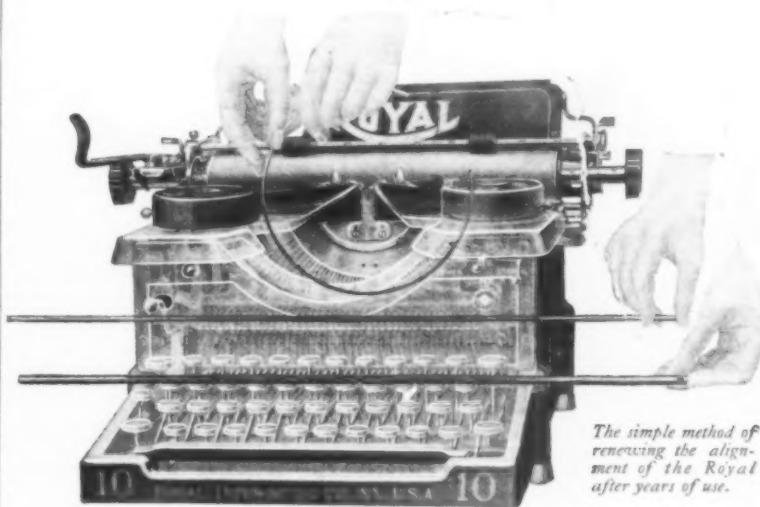
Telephone or write any branch or agency and let a representative show the Royal to you.

Write for "Facts About the 'Trade-Out'"—a little book which doesn't mince words in telling the story of the typewriter. Every typewriter owner or user should have it. We want to place a copy in your hands. A postal will bring it to you free.

### ROYAL TYPEWRITER COMPANY, INC.

609 Royal Typewriter Building, 364 Broadway, New York City

Branches and Agencies the World Over



The simple method of renewing the alignment of the Royal after years of use.

"Compare the Work"

In answering advertisements please mention "Leslie's Weekly"

# The Wellington

## THE UNIVERSAL PIPE

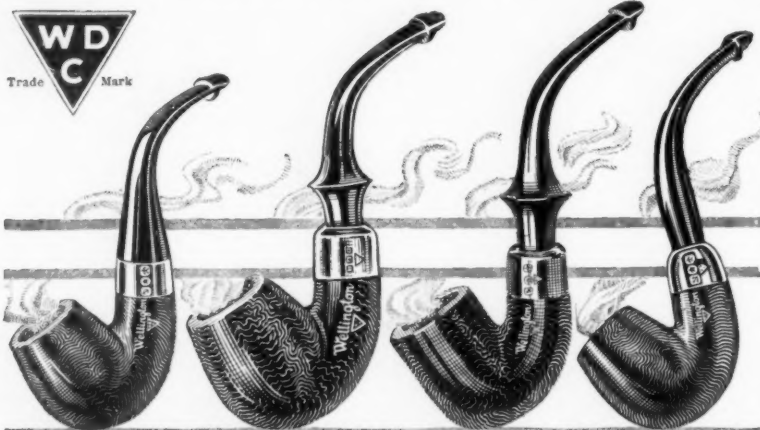
Meets Your  
Need of a  
Practical  
P I P E

All the tobacco burns to a fine, dry ash, when smoked in this pipe with the "well." Besides, your tongue is protected by the upward bore of the solid rubber bit.

At good dealers',  
25c, 35c, 50c and up



WILLIAM DEMUTH & COMPANY, New York



### Help Them Grow Up Strong and Healthy

Tuberculosis is particularly dangerous to children. Infected in childhood, their weakened constitutions must be strengthened to combat the disease.

Thousands of children are being protected from Tuberculosis in open air schools, and many already attacked are being cured with the money received from the sale of Red Cross Christmas Seals. The lengthened lives of the little children will be your Christmas blessing if you buy

### Red Cross Christmas Seals

If you cannot buy Red Cross Seals in your town, write to the AMERICAN RED CROSS, Washington, D. C., for as many as you wish at 1c each.

## Atwood Grapefruit

As to Flavor, in a Class by Itself.

Price about the same as the common variety.

Your dealer will supply it.

Always in  
this wrapper



### Own Your Business—Make Two Profits

Be proprietor of big-paying Amusement Business, operating Ten-Pinnet, "world's greatest bowling game." Also enjoy local salesman's commission. New, fascinating! Entirely automatic—no upkeep expense or pin-boys—just someone to take in money. Everybody plays—men, women, children. Valuable premiums—we furnish coupons. Alleys 38 to 50 feet long. Installed in any room in half day. Write today for catalog and agent's prices. See what you can make on small investment.

THE TEN PINNET COMPANY, 36 Van Buren St., INDIANAPOLIS, IND.



## LESLIE'S EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH

EDITOR'S NOTE:—This department is maintained for the benefit of American exporters. Its editor has had 20 years' experience in placing American-made goods in foreign markets, and will answer promptly and without charge inquiries about trade conditions, selling methods and other matters pertaining to foreign markets. Address inquiries to Export Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City



PINEAPPLE MARKET IN SINGAPORE

Singapore, the capital of the Straits Settlement, is one of the commercial centers of the far east and handles a great amount of traffic, though primitive means of transportation are still in vogue, as the photograph shows. Its annual export of canned pineapple is about 500,000 cases.

AMERICAN goods are hardly represented in the out of the way markets of the world. I have been through the bazaars, as the trading districts of the Orient are called, in Burma, the Shan States, the Chin Hills, the Straits Settlements, the Federated Malay States, Siam, Indo-China, Cochinchina, Tonkin, Annam, Assam, Cambodia, Laos, Ceylon and other countries too numerous to mention, and was always impressed by the dearth of articles made in the U. S. A. Instead on all sides were goods from Germany, France, Belgium, Austria, Holland, Japan, Italy, and, of course, Great Britain. The opportunities for trade in all of these localities are excellent and the salesmen to-day will find little or no competition from European manufacturers. Direct trade with the inhabitants is in the hands of the petty local shop-keeper, whose stock is supplied and replenished by the jobber, who may be either native, or European. The wholesaler is usually a high-grade man, with an excellent standing in the community, and of good credit. Many of the larger business houses are owned by Chinese whose reputation for veracity and honesty is unexcelled. These establishments stand between the exporter and the small merchant, whose methods they understand, and as a consequence no financial loss need be incurred by those desirous of gaining a share of this trade.

### BURMA AS A MARKET

I shall discuss in detail all of these countries with their requirements, but for the present let us consider Burma, with which should be included the Shan States and the Chin Hills, all being controlled by the British and governed from Rangoon. These three countries comprise an area of 261,839 square miles, being about as large as Maine, New Hampshire, Vermont, Rhode Island, Connecticut, Massachusetts, New York, New Jersey, Delaware, Maryland and West Virginia combined. They have a total population of about 13,000,000, 72 per cent. of whom are engaged in agriculture. The majority of these people can read and write, and are bright, attractive and interesting. Before Christ was born the women of Burma enjoyed equal political, social and civil rights with the men, and in Burma to-day the wife is the head of the household.

The great crop of all this region is rice, which was controlled chiefly by German and

Austrian merchants, who had modern plants throughout the land for hulling the cereal. From the chief ports it was shipped all over the world. In 1914 German merchants sold the island of Santo Domingo which is under the protection of the United States and our next door neighbor, 16,221,141 pounds of rice, 95 per cent. of its requirement, all of which went from Burma to Hamburg and was reshipped. This detail is mentioned to show that it is easy to get business if you look for it in the right way. Our rice merchants of the Southern States have ignored this nearby market. Burma has a large rice crop this year, but the Germans and Austrians cannot market it for them. Rice is on the daily menu of every Latin-American family. What an opportunity exists right here for our rice merchants. Will they profit by it? Can they get ships to carry this necessity for the peoples of the world?

### EXPORTS OF PRODUCE

The sesame crop is a large one in Burma, the yearly exports being over 1,500,000 bushels. Peanuts valued at nearly \$2,500,000, and peanut oil and oil cake worth another \$1,000,000 were exported last year. There are many teak wood forests and much rubber. Productive oil fields and ruby mines dot the land. The silk of Burma is famous for its wondrous shades. I have spent hours in the silk bazaars and wondered why none of this product ever reached our markets. It is only too obvious that rare opportunities for a reciprocal trade exist here. Europeans formerly controlled this market, but we have a chance now to get our share of the business.

Burma, the Shan States and the Chin Hills require mining machinery, oil well supplies, gas and oil engines, wire fences, iron and steel goods, hardware, cotton blankets, colored piece goods, cotton goods, canned salmon, fruits, jams and meats. Last year Burma alone imported condensed milk to the value of \$700,000 of which the United States contributed \$3,820. Automobiles are needed as well as glass ware, cutlery, paints, agricultural tools and machinery, matches, socks, shoes, biscuits, crackers, and cakes. In 1914 out of \$25,000,000 worth of imports Germany and Austria shipped nearly \$5,000,000, Belgium \$1,800,000, while France, Italy, Holland, Great Britain, Japan and China contributed the remainder.

In answering advertisements please mention "Leslie's Weekly"



# FOOD IN GERMANY

BY MARTIN MARSHALL



WORK OF A FRENCH SHELL

The terrific power of high explosive shells is shown by this picture. The horse was thrown into the tree by the bomb that killed him. At the beginning of the war the Germans had a preponderance of power in artillery. Now the Allies claim that advantage. Lack of munitions rather than lack of food is Germany's greatest economic danger.

NO subject connected with the war, perhaps, holds more interest for the American than the condition of Germany with reference to the food supply. Officially Germany says that it can never, never be starved out. Not only will it have plenty of food for its fighting men but for the population at home—yes, even for the 2,000,000 or so of involuntary guests in its prison camps. The specter of famine is to be exorcised by German system, industry and frugality. On the other hand the British papers print eagerly any correspondence from Germany or any articles in German newspapers that tend to show the growing tension on the social structure because of high prices and an inadequate supply of provisions. The meat riots reported from various cities, the socialistic arraignment of the government because of alleged failures to regulate the distribution of food with efficiency and fairness, the use of bread tickets, milk tickets and other measures for the equitable distribution of supplies, the prohibition of the sale of meat on specified days, and the reports of substitute foods produced chemically from such materials as straw and wood, are all hailed as positive evidence that Germany is on the point of breaking down under the rigors of the British blockade.

## WHERE IS THE TRUTH?

The truth probably lies somewhere between the two extremes. As has been pointed out before in LESLIE'S, it is hard, indeed, to starve out a nation. There is a wide margin between the consumption of food in ordinary circumstances and the amount that will maintain a people in health and comfort. War is wasteful. Soldiers eat more and waste more than men in peaceful avocations. All the efficiency of government cannot so economically distribute food as does the commercial machinery of peace acting under the normal pressure of supply and demand. Germany is surely short of many things that she cannot produce, as, for instance, coffee, rice and cocoa. But these can be omitted from the menu without danger of starvation. Of wheat there must be a shortage, since none but the sick may have white bread. Yet there are no proofs available that the civil population is not well nourished. At the opening of the Reichstag Dr. Kaempp, the president,

said: "We have grain for bread; potatoes, the most important food of the people, are abundant. If in other things there may be a scarcity, as cannot be disputed, yet the hardship thus caused to a majority of the poorer population will be surmounted by the organization of the provision market."

## FOOD PRICES IN BERLIN

In the Weekly Report of the American Association of Commerce and Trade, dated Berlin, November 6th, we get some authoritative statements about the food conditions. It is pointed out that the regulations for the use of meat are established to maintain the necessary economy. They provide that on Mondays restaurants may not prepare any dishes with any kind of fat, lard or butter; on Tuesdays no meat of any kind, except fish, may be sold in any shops or restaurants; on Wednesdays no restrictions; on Thursdays the same as Mondays; on Fridays the same as Tuesdays; on Saturdays no restrictions except that pork must not be sold, raw or cooked; on Sundays no restrictions. The restaurants have speedily adapted themselves to the new conditions. Prices, as quoted, are slightly lower than in New York cafes of the same quality, while the cheaper restaurants in Berlin make our prices look exorbitant as, for instance; pea soup, 5 cents; cabbage with potatoes, 8 cents; spinach with fried egg, 8 cents; haddock with mustard sauce, 15 cents; eel with potatoes, 20 cents.

The following prices of food stuffs, in cents per pound, are quoted as the average as of October 30th: Beef, loin, 35.4; beef, breast, 30.3; veal, shoulder, 35.9; veal, breast, 33.3; lamb, shoulder, 36.4; lamb, breast, 32.6; pork, 45.2; fresh ham, 42.8; bacon, 66.2; smoked ham, 72.6; butter, 66; lard, 74.3; potatoes, 1; eggs, each, 4.8. These prices show an increase over those of a year ago of from 50 to 100 per cent. The greatest increase is in pork and pork products, being in no case less than 100 per cent. and on lard over 200 per cent.

On the whole it would not appear that Germany is yet in the grip of famine, although the high prices, due in part to an inflated currency, do work great hardships on the poor, especially those who are unable to do their share of the country's work, of which there is enough for everybody.

*The gift that gets the Glad hand*

Copyright 1915 by R. J. Reynolds Tobacco Co.

# PRINCE ALBERT

*the national joy smoke*

YOU can go right up and down the line of and pass—and you won't strike one near the cost—all its this Prince Albert humidor that wins such hearty appreciation!

For, a smoking-man gets a lot of home-happiness and office-happiness, and peace and contentment out of Prince Albert! It's so delightful in a pipe or rolled into a cigarette. And that humidor, with its sponge-moistener top, is a joy's outfit for any man to call his own. Keeps the tobacco in such dandy trim!

And bear in mind, when you buy this humidor, that Prince Albert is made by our own patented process! That's why it's so good—besides cutting out bite and parch! He can smoke it all day and all evening—it will not irritate his tongue!

The Prince Albert pound crystal-glass humidor is the one great big universal all-joy-man-gift that's beyond a criticism—the "Gift-that-Gets-the-Glad-Hand!" P. A. is also sold in toppy red bags, 5c; tidy red tins, 10c; and in handsome pound and half-pound tin humidors.

R. J. REYNOLDS TOBACCO COMPANY, Winston-Salem, N. C.

## Bran in 50 Ways

Pettijohn's Bran Foods have been made to meet the demands of physicians. They want unground bran because the flakes are efficient. They want bran foods made tempting. And they want a variety, so every meal may include some form of bran food.

More than 50 dainties can be made from these two products.

**Pettijohn's**  
**Two Bran Foods**  
**The Quaker Oats Company**  
Chicago

Each will be delicious and effective. You'll like them better than white flour foods. Their use will mean constant laxative effects, better spirits, better days. It will also mean an ample supply of minerals in which bran is rich and white flour is deficient. That means better nourishment. Let one week's use convince you.

**Breakfast Food** Soft wheat rolled into luscious flakes, hiding 25 per cent unground bran. A breakfast dainty. Per package, 15 cents.

**Pettijohn's Flour** Patent flour with 25 per cent special bran, largely in flake form. Use like Graham flour in any recipe. Per package, 25 cents.

## Write for PRINT and PAY

The Newspapers, Magazines, Moving Pictures

pay more for the same class of service than most of the professions

### Every Intelligent Person Should Learn How to Write

With a table, a chair, paper and a typewriter you can begin now and you need not give up your present occupation or employment. Even if you do not wish to take up journalism as a profession, there is no better mental training. There is nothing difficult about learning how to write. The man or woman who writes is automatically thrown in touch with the big people who are shaping the destiny of the state and the nation and with the big things that are taking place in the new development of the country.

The fundamentals are carefully and simply arranged in our Correspondence Course of Instruction. A Washington correspondent who has written for every class of publications during the past twenty-five years has arranged the work, and is in charge of the course.

Write today for information

U. S. PRESS ASSOCIATION, 523 Bond Building, Washington, D. C.

## "YANKEE" TOOLS

No. 10 (or No. 11). Just grip the handle, turn it to and fro, easy like, and a slick Ratchet movement drives (or draws) the screw. It's fun; not work!

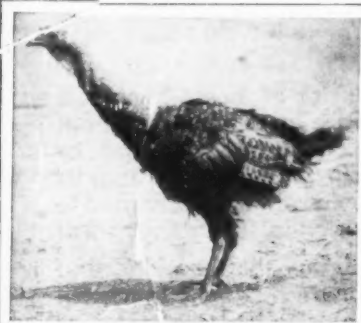
2-in. blade 35c; 3-in. 50c; 4-in. 55c; 5-in. 60c; 6-in. 70c; 8-in. 80c; 10-in. 90c; 12-in. \$1.00

"YANKEE" TOOLS Make Better Mechanics

Your dealer can supply you

Write us for "Yankee Tool Book," showing all the "Yankee" wood- and metal-boring and screw-driving tools

NORTH BROS. MFG. CO., Philadelphia



THIS Turk was mustered out before the war. Since then he has gone into the movie business doing an imitation of Charlie Chaplin.

You can learn all about how it feels to be a film star in

### FILM FUN

The magazine of the happy side of the movies, where you meet all your favorite heroes and heroines of the screen informally "at home."

One dollar a year, twenty-five cents for three months, or ten cents a copy on all the newsstands.

225 Fifth Avenue, New York City

## Hotel Marie Antoinette

Broadway, 66th and 67th Streets

New York City

SITUATED in the most convenient location in town. Modern in every detail, absolutely fireproof, within ten minutes of the leading department stores, shops and theatres. Convenient to Pennsylvania and Grand Central Depots.

Rooms, with Bath, \$2.50 Per Day Up Suites, \$4.00 Per Day Up  
Rooms, \$1.50 Per Day Up

Restaurant of Unusual Excellence

H. STANLEY GREEN, Managing Director

## LARGEST Y. M. C. A. BUILDING IN THE WORLD

The new \$1,600,000 structure of the Central Branch, Brooklyn, N. Y., which marks a new era in Y. M. C. A. progress. It is called the Clarence E. Smith Memorial, in remembrance of the son of Mrs. William Van Rensselaer Smith, who donated \$500,000 towards the building. The latter is 193 feet long by 126 feet wide, is 14 stories high and can accommodate a membership of 8,000. It is a marvel of completeness and beauty. It contains educational equipment for 2,000 students, 2 swimming pools, 3 gymnasiums, 10 bowling alleys and many other features. The building was recently dedicated and has been visited by thousands of interested persons. Mr. A. C. Bedford, of the Standard Oil Company of New Jersey, is chairman of the committee on management.



## LIFE INSURANCE SUGGESTIONS

THE great war is still piling up the losses on the British life insurance companies. Up to the beginning of September last, they had been obliged to pay on claims resulting from the conflict over \$27,000,000, and this aggregate has of course been increased in the past three months. Among the death claims was one for \$500,000, and there were several for \$250,000 each. At this rate another year of war is likely to seriously affect the British companies. American companies, on the other hand, are suffering but little on account of the European struggle. One leading company's first year's war claims amounted to less than 25c. per \$1,000 insured, and others also sustained small percentages of loss. Leading American life and accident insurance companies since the war began have taken the precaution of refusing to issue policies insuring against war risks persons who purpose going to Europe. This has been a prudent attitude and a satisfying one to stay-at-home policy holders.

D., Columbia, Ind.: The Aetna would be my preference between the two by all means.

M., Iowa: The Mutual Benefit of Newark was organized in 1845 and it is one of the old and reliable companies.

S., Crosby, N. D.: The Guarantee Fund Life Association of Omaha makes a good report, appears to have a sufficient reserve, but is by no means one of the largest companies.

C., Scranton, Pa.: The Penn Mutual Life is a strong company chartered in 1847, with assets of over \$151,000,000, liabilities of \$132,000,000, reserves of \$126,000,000 and insurance of \$620,000,000.

G., Rutland, Vt.: An excellent accident policy at low cost is issued by the Hartford Accident and Indemnity Company, Hartford, Conn. State your age and occupation and write to the above company for sample policy.

Fire, Detroit: The free booklet to which you refer entitled "Guarding Against Fire in Building a Home," can be had by writing to the Hartford Fire Insurance Co., Hartford, Conn. It is interesting and instructive and worth sending for.

*Hermit*

## FAREWELL TO THE FLAG

THERE is a touch of pathos in the way our ships have been driven from the Pacific. When the steamship *Minnesota*, bound for Europe to pass to foreign registry, steamed between the Farallones and the Golden Gate, Capt. T. W. Garlick, her commander, sent the following wireless to the people of San Francisco, care of the *Chronicle*: "The Great Northern steamship *Minnesota*, the finest ship that ever sailed the sea, and the largest ship flying the American flag, is now passing down by

your beautiful city, bound for a foreign country, never again to return with Old Glory floating from her stern. The reason for this is well known to the business interests of the country. I bid you all farewell."

The reason for this is well known, not only to the business interests, but the average citizen is awake to the blow that has been struck at the heart of American shipping interests, while even the politicians are beginning to see that the passage of the La Follette Seaman's Act was a huge blunder. One of the first things Congress should do is to repeal this destructive law.

## HIS PREFERENCE

"If you had to work—jest nacherly had to," queried Seldum Fedd, who was a great hand to cogitate, "what kind of a job would you choose?"

"Bein' janitor in an air castle," replied Soiled Spooner, a prominent volunteer in the great army of the unemployed.—Judge.

## NEW YORK'S GOOD SHOWS

Attractions to which you may safely take your wife or sister

Astor	Hit-the-Trail Holiday	Another Cohan success
Belasco	The Boomerang	Comedy. Notably good company
Booth	Lord Dunsire	E. H. Sothern in Sutra comedy. Excellent
Candler	The House of Glass	Forceful, melodramatic crook play
Casino	The Blue Paradise	Tuneful Viennese operetta
Comedy	Hobson's Choice	Irresistible comedy of English life
Cohan's Court	Fighting for France	Stupendous war film
Eltinge	Princess Pat	Comic opera hit
Empire	Fair & Warner	A laugh from beginning to end
Gaiety	The Chief	John Drew in comedy
Globe	Sadie Love	Unique farce. Fun aplenty
Hippodrome	Chin-Chin	Second season success
Harris	Hip-Hip Hooray	Biggest variety show in the world
Hudson	Rolling Stones	A laugh builder
Irving Place	Under Fire	Stirring war drama
Knickerbocker	German stock	Deutches Theater
Lyceum	Triangle Plays	High class motion pictures
Longacre	Our Mrs. McChesney	Ethel Barrymore in breezy comedy
Lyric	The Great Lover	Leo狄richstein in romantic comedy
Maxine	Abe & Mawruss	Laughable sequel to Potash & Permutter
Fulton	The Ware Case	Lou Tellegen in new drama
New	Fighting in France	Thrilling war movies
Palace	Around the Map	Musical comedy hit
Playhouse	First-class Variety	The New York Idea
Republic	The Liar	Grace George's company in brilliant revivals
Shubert	Common Clay	Harvard prize drama
39th Street	Alone At Last	Viennese operetta
44th Street	The Unchastest Woman	Comedy of modern domestic scandals
48th Street	Romeo & Juliet	Played by capable cast
	The Eternal Magdalene	Julia Arctur in strong morality play, splendidly acted

In answering advertisements please mention "Leslie's Weekly"





#### ONE OF THE LARGEST CATARACTS IN THE WORLD

The Falls of Iguazu, at the junction of three republics, Brazil, Paraguay and Argentina, where the Iguazu River joins the Parana, rank among the most magnificent spectacles of the world. They are forty-six feet higher and some hundreds of feet wider than Niagara. Situated in the midst of virgin, tropical forests, they make a remarkable impression on the tourist who is willing to stand the hardships and difficulty of reaching them from Buenos Ayres, partly by rail, partly by steamer and several days' journey on horseback.

## LESLIE'S TRAVEL BUREAU

**EDITOR'S NOTE**—This department will give specific information to LESLIE'S readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

### WINTER VACATIONS WITHIN REACH OF ALL

FROM present indications this is to be the best season our winter resorts have had for a number of years. Last year the war and doubtful financial prospects made many unusually careful of their expenditures, but this year prosperity looms ahead and the outlook is promising. The effect is being felt already in an impetus to travel.

Each year the winter vacation is coming into greater vogue, not merely with a moneyed few, but with many in humbler circumstances who feel the necessity of getting away from the uncertain and changeable northern winters, so trying to the health of all but the most robust. The favorite prescription of many physicians when the patient shows symptoms of grippe, especially if the person is past middle life, is to bundle him or her off on one of the fast trains, which in 24 to 36 hours will transport one from the rigorous winter of the north to the balmy atmosphere of the south. The splendid accommodations and close railroad connections which have been provided and the excellent service on the dining cars make the southern trip most enjoyable. Steamer service to the cities of the South Atlantic and the Gulf, to the West Indies and South America (the last mentioned is fast becoming a tourist country) gives better opportunities for exercise, repose and rest for those who enjoy immunity from sea-sickness, though it must be said

that there is little mal-de-mer in these days, because of the dimensions and modern equipment of our passenger steamers.

The winter vacation need not be expensive, as at nearly every resort low-priced hotels and boarding houses can be found as well as the most expensive. Railroad rates to the South are fairly low during the winter season. Steamship rates on most lines include berth and meals and one can easily calculate how much his vacation will cost. One need not be at a loss where to go. The railroads and steamship lines have issued new booklets which vie with one another in attractiveness and alluring descriptions of the "Land of the Sky" in North Carolina, one of the most beautiful and healthful winter lands, the Florida Riviera and the west coast resorts of the Everglade State, Texas and Pacific Coast resorts, Honolulu, Nassau, Bermuda, Mexico, Panama, Colombia, Costa Rica, Guatemala, British Honduras, West Indies and South America, a land of surprises.

One New York traveler to South America says he has "discovered" that Rio de Janeiro, Montevideo and Buenos Ayres are cities of splendor and cleanliness, the people honest, polite and prosperous. He advises anyone to visit South America "instead of running over to Europe." Of course this is not a vacation jaunt for those of moderate means, for the 17-day trip from New York to Rio, the first large port of call of the principal steamship line, costs \$150.

W. A. G., Baltimore, Md.: The most direct route from Baltimore, Md., to Longmont, Colo., is via St. Louis, Kansas City and Denver. One way fare Baltimore to Denver is about \$40 and the local fare from Denver to Longmont \$1.20.

Fisherman, Philadelphia: Long Key Fishing Camp, Florida, a short distance below Miami, is a favorite spot for winter fishermen who seek big and little game. The rate is \$3 a day and it has all the comforts of home. It is popular for both ladies and gentlemen.

J. G. C., Memphis, Tenn.: If you reserve a lower berth in a Pullman, you are entitled, during the day, to the whole seat facing forward. You have the right to invite a friend who has a first-class ticket but no Pullman reservation, to sit with you provided you so notify the Pullman conductor when surrendering your ticket.

T. G. P., Skyland, Va.: Am sending booklets giving briefly general hunting and fishing information and chart showing the open season in California on all fish and game. Hunting licenses for non-residents cost \$10 per year and for angling \$3. For further detailed information communicate with the State Game Commission at Sacramento.

W. C. P., Adams, Mass.: On all through tickets, including de luxe, to California over the Santa Fe, stopovers are allowed at Grand Canyon. The Santa Fe runs solid trains every Wednesday (except December 22nd) direct to the Canyon, arriving there at 6:50 in the morning and laying over until 7:40 at night. If it is inconvenient for you to travel on the Wednesday train, satisfactory arrange-

ments for a day's stopover can be made on any of the other through trains. Mailing marked time-table.

E. W., Idaho Falls, Idaho: The trip to Buenos Ayres can be made from San Francisco via Pacific Mail Steamship Line to Balboa, thence via coastwise steamers of the Pacific Steam Navigation Company or the Cia Sud Americana de Vapores to Valparaiso. Transandine Railroad across the Andes or via Pacific Steam Navigation Co. through the Straits of Magellan. A quicker route from San Francisco would be via Southern Pacific Railroad to New Orleans, thence United Fruit steamers to Colon and rail across the Isthmus to Balboa, thence as above. The Pacific Mail steamers from San Francisco to Balboa take about three weeks, making numerous stops at the little coastwise towns in Mexico and Central America. Farming conditions in Argentina are good, the soil is productive and latest farming machinery and appliances are obtainable, but it is difficult for a stranger to get proper co-operation from the government in obtaining land grants, etc. It would be far from wise for a woman to attempt to establish herself alone in South America, particularly if handicapped by not speaking Spanish. Fare, via first route outlined, \$267 to Valparaiso, and about \$65 from Valparaiso to Buenos Ayres. The charge on baggage from Valparaiso is almost as heavy as the passenger fare.

GREAT BEAR SPRING WATER  
(50c the case of 6 glass stoppered bottles—Advt.)

In answering advertisements please mention "Leslie's Weekly"



"The road has been built through an Indian country with all the tribes banded together and hostile."—From speech of Gen. G. M. Dodge in Congress, 1868.

**THE** men who built this road fought and worked by turn—inspired with a great ideal. They spanned a continent with a trail of blood and iron—for the sake of the Union—and their road is the Union Pacific.

The spirit of the builders is alive today in the hearts of the men who labor to improve this railroad and to conduct its operations. They work together for this great property as for a national institution.

This esprit de corps affects favorably everyone who comes in contact with the Union Pacific—as traveler or shipper.

### UNION PACIFIC SYSTEM

Joins East and West with a Boulevard of Steel

GERRIT FORT, P. T. M.  
CHICAGO, ILL.

(98)



Perpetual Youth—all its sports and pastimes—all its laughter and joy—all its freedom from care and worry. Imagine it! Try it! On the

## East Coast of Florida

One glass of the Fountain of Youth, a few days of balmy air and blue skies, every luxury provided—every trouble avoided—what more is there?

It's the only place to spend the Winter

Write for the beautiful Blue Bird Booklet—free. Full information of the wonderful East Coast hotels and country.

**FLORIDA EAST COAST COMPANY**

Flagler System

243 Fifth Avenue, New York  
155 West Madison Street, Chicago

### BANKING BY MAIL AT 4% INTEREST

If you are receiving less than four per cent on your savings it will be to your interest to send for our free Booklet "L" which explains the advantages of depositing your money with this large, safe bank at 4%, thereby increasing the earning power of your funds.

**THE CITIZENS SAVINGS & TRUST CO.**  
CLEVELAND, OHIO. ASSETS OVER 50 MILLION DOLLARS.

## Taking Chances

Many a person lives to regret bitterly the day that money was invested in a speculative security.

The 6% Secured Certificates sold by this institution in denominations of \$100 and upwards are entirely free from the element of risk, being based on high grade real estate property.

Send us your name and address for full detailed information.

**SALT LAKE SECURITY & TRUST COMPANY**  
SALT LAKE CITY, UTAH

## Safe 6% Bonds for Your January Funds

If you have funds for January investment, you should write for our January list of sound First Mortgage Real Estate Bonds, in denominations of \$1,000, \$500, \$100, netting 6%.

No investor has ever lost a dollar of principal or interest on any security purchased of us since this House was founded, 33 years ago.

Send today for Booklet No. A-602

**S.W. STRAUS & CO.**  
MORTGAGE & BOND BANKERS  
ESTABLISHED 1882  
STRAUS BUILDING CHICAGO ONE WALL STREET NEW YORK

## EFFECTIVE SAVING

The man of moderate means can become the owner of high-grade, dividend-paying securities by purchasing them on the

### PARTIAL PAYMENT METHOD

A small first payment secures such a purchase.  
Our booklet No. 30 explains this plan fully.

**HARRIS, WINTHROP & CO.**

Members New York Stock Exchange  
The Rookery Chicago 15 Wall Street New York

## Six Most Conservative

What are the half dozen listed stocks which are best suited to the conservative investor?

Send for List 43.

**John Muir & Co.**  
SPECIALISTS IN  
**Odd Lots**

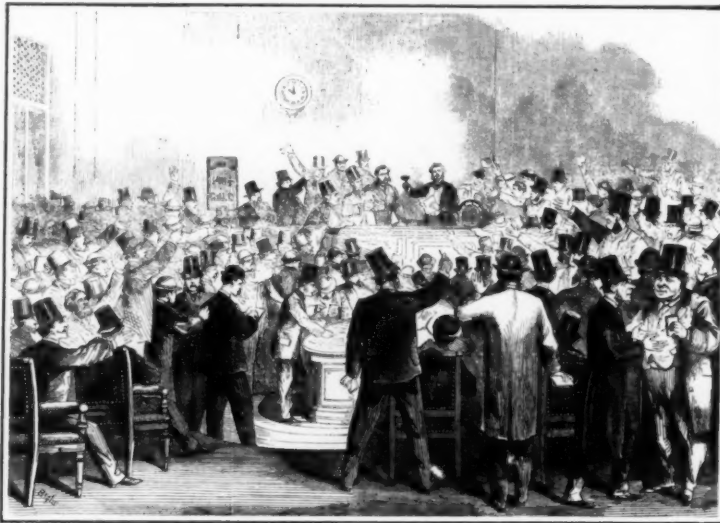
Members New York Stock Exchange  
MAIN OFFICE, 61 BROADWAY, N. Y.

## SOUND FIRST MORTGAGES

The demand in unsettled times for good first mortgages indicates their unusual stability. First mortgages do not shrink in value—they are usually on property worth three times the money loaned. We have loaned over \$1,000,000 and not a single cent lost to any investor or a single foreclosure sale made. Write for booklet describing methods, and lists of loans from \$250 to \$50,000.

**Aurelius Swanson Co.**  
28 State Nat. Bank Bldg. Oklahoma City, Okla.

## JASPER'S HINTS TO MONEY-MAKERS



THE NEW YORK STOCK EXCHANGE FIFTY YEARS AGO

Board of brokers in session on a December day in 1865 in the then recently completed \$600,000 building on Broad, Wall and New streets. The structure was three stories high, 152 feet long, 44 feet wide, with a wing 50 feet long, and it was regarded as one of the finest business buildings in the city. Proceedings at the exchange in 1865 did not greatly differ from those of to-day. LESLIE'S of that time described them as follows: "In our days the stock exchange is to the uninitiated a bedlam of excited people and a menagerie of 'bulls and bears,' all fighting and clamoring in the most admirable confusion. And above the babel of sounds may be heard the ceaseless 'click, click' of the telegraph flashing quotations all over the land. Outside are the 'curbstones' men by the hundred, dancing and yelling in a manner that would excite the envy of the king of Dahomey's bodyguard."

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be enclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

SIXTY years is a long time. It is more than the average life, and during that period, which marks the age of LESLIE'S WEEKLY, the New York Stock Exchange has grown from a feeble institution, holding its sessions in the old Corn Exchange Bank, to a great, powerful financial body, housed in a magnificent building of its own.

When LESLIE'S was born in 1855 only about two dozen securities were dealt in on the Stock Exchange. They included some of those still recognized for their activity, such as Reading, N. Y. Central, Erie, Rock Island and Delaware & Hudson. It is a long leap from 1855 to 1915. The country has moved along the line of progress in some things and backward in others. But the people have come at last to the greatest opportunity for their advancement that this country has ever seen.

Prosperity has been shot into this country. In the language of that farseeing financier, Mr. Frank A. Vanderlip, President of the National City Bank, of New York, "The wheels have started, the dead inertia has been overcome and to-day the business machine is running at a speed and with a power never exceeded."

But it would be very foolish to be satisfied with this temporary burst of speed, for, as Mr. Vanderlip warns us, "We must now become independent of war business." How shall we do this? The method is very simple. Mr. Vanderlip points it out. He says: "If conditions can be created that will give confidence to capital so that the owners of it will be disposed to invest it freely, both in internal development and in granting external credits which in turn react favorably upon our industries, we will become quite independent of war orders."

We want the country to get into condi-

tion to maintain good times within our own borders, to take advantage of our enormous wealth, of our resources, of the enterprise of our captains of industry, our efficient railroads and our great mass of intelligent workingmen, to give every industry, every shop and factory in the United States a new impetus and thus to keep the dinner pail and pay envelope filled when the great war is over.

Sixty years ago when LESLIE'S WEEKLY was established (and this issue celebrates its birthday), the United States was dependent for much of its capital on foreign investors. They saw in this magnificent, undeveloped country a splendid opportunity for profitable investment. Now, as Mr. Vanderlip says: "From every quarter appeals come to the United States for help. It is a new position and a new experience for us. We have been supplicants ourselves in the past and we ought to know from our own history what an opportunity the undeveloped countries now offer us."

This popular banker refers to the great stores of natural wealth and raw materials in South and Central America which our factories can use; to the need of these countries for railways, machinery and supplies of every kind, the furnishing of which would help to keep our factories busy for years to come. The future of the United States for twenty-five years to come will, indeed, as Mr. Vanderlip says "be almost determined by the course we take in the next twenty-five months." Equally true is his statement that "to an unusual degree there will flow from the political, business and individual decisions that we make in the next two months consequences that will for many more years affect our destiny."

The people of this country have learned, during the past decade, the truth of Mr. Vanderlip's timely observation that "law-makers, in seeking to cure unfair practices which form but a fraction of a per cent of the total business, have hampered all business in a most costly manner." This tax has almost equaled, as the banker adds, the cost of the war to some of the belligerent nations.

The time has come for our people to realize the wonderful opportunity suddenly opened to us to become not only a world

(Continued on page 677)

In answering advertisements please mention "Leslie's Weekly"

## Oil Is King!

¶ The tide has turned in the trend of Oil events. Students of the situation voice the opinion that the Oils are in practically the same relative market position now as were the war stocks last January.

¶ The sharp advance in crude and refined oil markets surely foretells a repetition of the period of high prices obtaining in 1912.

¶ In thinking of Oil investments, one naturally thinks of the

### STANDARD OILS

¶ So we have prepared an *Oil Special*, which will be sent free upon request. Ask for 7-D, including booklet explaining

"The Twenty Payment Plan"

**SLATTERY & CO.**  
Investment Securities  
(Established 1908)

40 Exchange Place New York

## L.R. LATROBE & Co.

STOCK EXCHANGE SECURITIES  
STANDARD OIL STOCKS  
ALL CURB SECURITIES

111 Broadway New York

Partial Payment Plan and Investor's Guide (270 pages), revised to date, also Market Letter mailed free on request.

Perhaps you do not care to make investments in your home community, yet hesitate to go to outside investment houses.

You need have no hesitation in dealing with any of the financial houses advertising in LESLIE'S. They can serve you just as well, no matter where you live, as if you lived across the street from them.

You can write them exact details of the amount you wish to invest, what kind of investment you wish, for how long, for approximately what rate of interest, etc.

By return mail you will receive courteous, accurate and reliable suggestions for investments meeting your exact requirements, whether they are for thousands of dollars or for a few hundreds.

A number of houses even make it convenient for you to invest by making small monthly payments. Prompt, courteous and careful attention will be given to your requests for information, regardless of how small your present investments may be.

*Robert O. Sarnald.*  
Advertising Manager.

**Leslie's**  
Illustrated Weekly  
Newspaper





## -To The Man With \$100

You men—and women too—who have \$100 or more to invest can now secure the same safety and income advantages enjoyed by the large investor.

There is no reason why you should place your money where it can earn but three to four per cent when our \$100 and \$500 Farm Mortgage Notes will bring you six per cent together with the very utmost in safety.

### Why Farm Mortgages?

The Farm Mortgage is the oldest existing security—it is still the best. The security behind a carefully selected Farm Mortgage is tangible, enduring and permanent. Through times of war or peace—industrial depressions, strikes and political upheavals the value of the security—land—steadily increases. Government figures show that farm properties have increased in value during the last decade 110 per cent. And in Missouri, Illinois, Arkansas and Texas—the backbone of agricultural America—is found the well located improved farms that secure our Farm Mortgages.

Thirty-four Insurance Companies—America's shrewdest and most successful investors—have over \$650,000,000 invested in Farm Mortgages. Our clients have purchased from us over \$20,000,000 worth of Farm Mortgages without the loss to them of a dollar in principal or interest. Think what this means.

### Ask For This

Whether you have \$100 or \$100,000 to invest; whether you are familiar with investment matters or not, you owe it to yourself to obtain a copy of our book, "Farm Mortgages." This unusual book tells in a plain, simple way the "reasons why" America's most expert investors invest in Farm Mortgages. Facts of vital importance are given—suggestions of value are made—the careful methods of this organization are described—experiences learned in the vortex of the investment world are related. Get this book—it is worth while. A copy awaits your request. Ask for book No. 101.

INVESTMENT DEPARTMENT  
**American Trust Company**  
Saint Louis, Missouri



## JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 676)

power in the diplomatic sense but also a world power in trade and commerce. Free the hands of our captains of industry; encourage the investment of capital in new enterprises; remove restrictions from business and the handicaps from the railways and there will not be an idle man in the country for years to come.

How far above the low plane of partisanship does Mr. Vanderlip's eloquent plea for industrial peace carry us. Would that every patriotic man and woman might turn away from demagogues who make their living out of the discord they create and demand a real and new freedom for those best qualified for leadership in every field of endeavor.

The safest thing for those who have funds to invest at present is to put them in the best class of dividend-paying securities. The speculative opportunity will present itself on any bad break that the market may have, for underlying conditions are still good.

B., Dagus Mines, Pa.: Wabash has been reorganized and its excessive indebtedness scaled down to a more attractive basis. The stock has possibilities.

L., New Haven: The rise in silver is helping all the silver stocks, including Nipissing, but this company's earnings are declining. The stock is decidedly speculative.

L., Cincinnati, O.: The rise in American Ice is due to rumors of a dividend, which are denied. A dividend has been earned, and the patient stockholders are entitled to one.

R., Bristol, R. I.: Kennecott is undoubtedly very rich; the ore is of high grade, but how much there is of it has not been disclosed. Copper stocks of the best class are all showing strength.

W., Cheyney, Pa.: Dividends on Crucible Pfd. have been resumed, but until the accumulated unpaid dividends of over 24 per cent. have been paid, the common can hardly expect a distribution.

K., Balboa Heights, C. Z.: Missouri Pacific at 8, with an assessment of \$50, is not attractive. Wait until the first assessment has been paid and see how stockholders respond. You may get a better bargain.

R. G., Richmond: American Woolen advanced on the strength of war orders. With the tariff bars down at the close of the war, the company will have a struggle. The stock may yet go higher, but it is speculative and uncertain.

W. B., New Rochelle, N. Y.: U. S. Red. & Ref. is in the hands of receivers. The Company had a small deficit last year. It is not advisable to buy shares of securities that are in the hands of receivers. Wait until after the re-organization.

B., Milwaukee: Pennsylvania Steel is controlled by Penn. R. R. and others and while heavily capitalized has good prospects in view of the activity in the steel market. A combination to take in some of the smaller steel companies is talked about, and would be to their advantage.

S., Chicago: 1. Keep away from the three-cent oil stocks. Sell and take your profit, if you can. 2. Buy listed stocks such as successful speculators trade in. Pay no attention to agents who are peddling oil, mining, plantation and similar securities at a handsome commission.

N., Pittsburgh, Pa.: Money for new inventions is constantly being sought. In nine cases out of ten, perhaps ninety-nine out of a hundred, the inventions fail of commercial success. Better put your money in well-established securities, the same that successful investors prefer.

E., Bartlesville, Okla.: While I am unfamiliar with the land situation at Okla., I am impressed by the belief that well-selected farm lands must inevitably increase in value within the course of a few years and especially if immigration after the war reaches the proportions which many anticipate.

K., Philadelphia, Pa.: A woman with \$100 to invest can buy an Anglo-French \$100 bond at about 98 and get 5 per cent. regularly upon it or a New York Central deb. 6 around 110 that will pay a little over 5 per cent.; a more speculative bond is the

American Ice deb. 6, which bought at 85, would yield over 8 per cent.

S., New York: Miami's capitalization is \$4,000,000, par \$5, and pays \$4 a share, which accounts for its market price of over 30. Nevada Con. has a capital of \$10,000,000, par \$5, and on the selling price around 17, does not make as good a return as Miami. Of the two, at present, Miami looks the better, but neither is as good as Utah.

H., Baltimore: Rock Island is to be reorganized and you must be prepared to pay an assessment. Corn Products Common is a long-pull speculation. American Ice is a better purchase at present prices. National Lead, Pfd., is a fair industrial investment and the Common a speculation. Alaska Gold is a low-grade mining proposition and decidedly speculative.

R., Waterbury, Conn.: American Tube & Stamping has a capital of \$1,400,000 Common and the same amount of 7 per cent. Pfd., with a bonded debt of over \$1,000,000, with a large plant in active operation. The Preferred is better than the Common. Saxon Motor, considering its increasing volume of business, looks like the better purchase, at present.

H., Washington: Steel Common has had a rise which has almost discounted its increasing profits, largely dependent on the prosperity which the war has shot into the country. After the war is over the effect of the reduced tariff must manifest itself. It would be the part of wisdom for the Steel Corporation to accumulate a surplus so as to provide dividends during dry seasons.

H. S., Boston: There is no system which would guarantee doubling your money in nine months, nor in any other time, excepting those justified by the rules of compound interest. Lucky speculators sometimes succeed in doubling or trebling their money, but oftener speculation leads to loss. With your limited means, buy good \$100 bonds and let them pile up your interest from year to year.

E., Rutherford, N. J.: 1. Conservative brokers demand \$10 per share margin on stocks selling at \$30 or less, and proportional increases of margin on stocks selling higher than \$30. Some brokers accept \$5 per share margin on stocks under \$30. 2. The more cautious brokers do not like to handle stocks selling at \$10 or less, and usually require a margin equal to the market value. Others are less exacting in this respect.

D., Louisville, Ky.: 1. Marconi English Wireless yielding only about 5 per cent. is speculative, not an investment. 2. Nat. Transit last year paid 12 per cent. on its par value or \$25. Selling at \$36 it is not as attractive as Standard Oil of New Jersey, the parent corporation, the par value of which is \$100 and the selling price a little over \$500. I would rather have one share of the latter than 15 of Nat. Transit. 3. Nat. Properties pays 6 per cent. on Preferred.

L., New Haven, Conn.: Savings banks would give you your interest and no trouble. But you can get a better income by buying bonds free from Income Tax like municipals. Even if you paid the local tax on well-selected railroad or industrial bonds, or farm mortgages, you should have a better income than 4 per cent. Write to the different bond houses for lists that you can scrutinize at leisure and ask for additional facts regarding any that commend themselves to you. Bankers and brokers invite correspondence.

B., Ironwood, Mich.: Anaconda, while paying less than 5 per cent. on its market price, is well regarded. Kerr Lake is decidedly speculative and its dividends are not assured. East Butte, par \$10, is selling at \$15.8. Have no statement of dividends. The high price of copper is probably helpful to it. Butte-Alex Scott, par \$10, sells at \$9.12. It is said to have a rich, though small, deposit and the price indicates a falling off in yield. Wolverine-Arizona, par \$15, sells at \$58.12. Report for 1914 does not indicate that the mine is very productive. It lies near a rich property which may account for the market price.

New York, December 9, 1915. JASPER.

### SPECIAL CIRCULARS OF INFORMATION

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly

(Continued on page 678)



## A Car Your Wife Can Drive

IMAGINE a gasoline car whose speed is controlled by an electric push-button. A car with no troublesome gear shift lever. A car a woman can drive the first time she tries, because gear shifting has been made as easy as switching on an electric light. You can buy such a car now. We will send you on request name of dealer in your town who can furnish car equipped with Magnetic Gear Shift—also a copy of our booklet, "The Next Big Improvement in Automobiles", telling how gears are shifted magnetically by merely pressing a button.

THE CUTLER-HAMMER MFG. CO.  
1209 St. Paul Avenue Milwaukee, Wisconsin  
Look for the Magnetic Gear Shift at the New York and Chicago Shows



**TRAVELING MEN**  
Earn Larger Salaries Than Any Other Class of Men  
We will teach you to be a high grade salesman. In eight weeks at home, and secure you definite propositions from a large number of reliable firms who will offer you opportunities to earn big pay while you are traveling. No former experience required. Write today for particulars. List of hundreds of good openings and testimonials from hundreds of our students now earning \$100 to \$1000 a month. Address nearest office.  
Dept. 675, NATIONAL SALESMEN'S TRAINING ASSN., Chicago, New York, San Francisco

**REVERSIBLE Linene COLLARS**  
Send 2 Cents  
in U. S. Stamps to pay postage and we will send you free a starch finished **SAMPLE COLLAR**  
State size and which style wanted  
REVERSIBLE COLLAR CO., Dept. F, Boston, Mass.

**TELL TOMORROW'S Weather**  
White's Weather Prophet forecasts the weather 24 hours in advance. Not a toy but a scientifically constructed instrument working automatically. Handsome, reliable and everlasting.  
**An Ideal Xmas Gift**  
Write quickly referring to the little figure of David White and the White, who come in and out to tell you what the weather will be. Size 6 1/2 x 1 1/2. Fully guaranteed. Postpaid to any address in U. S. or Canada on receipt of \$1.  
AGENTS WANTED  
DAVID WHITE, Dept. 136, 419 E. Water St., Milwaukee, Wis.

**Be An Expert ACCOUNTANT**  
Earn Big Salary! Big salaried positions are open for Expert A. C. accountants. We train you by Mail. We Train You by Mail. Our course is complete and covers all the latest developments in accounting. Special Reduced Rate. Ask us how, for limited time, we can offer special reduced rate scholarship. WRITE in now for valuable free book. La Salle Extension University, Dept. H-320, Chicago

**AGENTS \$60 WEEKLY**  
Robinson Cabinet Mfg. Co., 1280 Waterloo Bldg., Toledo, Ohio  
**Print Your Own**  
Cards, circulars, book, paper, Press-6. Large 8 1/2 x 11. Rotary 8 1/2 x 11. Save money. Print for others. High profit. All money, rules sent. Write factory for catalog of presses, TYPIC, cards, samples. The Press Co., Meriden, Conn.

In answering advertisements please mention "Leslie's Weekly"

## 11,572-Word Business Book Free

Simply send us a postal and ask for our free illustrated 11,572-word Business Booklet which tells how priceless Business Experience, squeezed from the lives of 173 big, busy, brainy business men, may be made yours—yours to boost your salary, to increase your profits. This free book deals with:

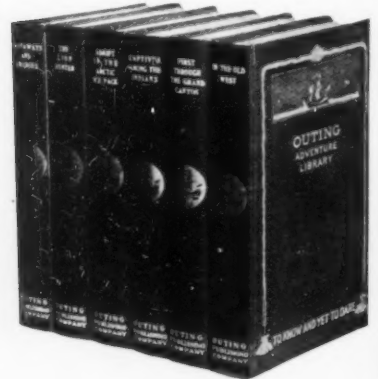
- How to manage a business
- How to sell goods
- How to get money by mail
- How to buy at rock-bottom
- How to collect money
- How to stop cost leaks
- How to train and handle men
- How to get and hold a position
- How to advertise a business
- How to devise office methods

Send for this free book blade you to nothing, involve you in no obligation; yet it may be the means of making you on a broader career. Surely you will not deny yourself this privilege, when it involves only the risk of a postal—a penny! Simply say, "Send me your 11,572-word Business Booklet." Send to A. W. Shaw Co., Dept. L18, Wabash Ave. & Madison St., Chicago

## FREE to Hunters and Trappers

Five Taxidermy Booklets Free. With hundreds of photos of mounted birds and animals. Learn this profession. Save your trophies. Decorate your home and den. **Learn to Stuff Birds** animals, game heads, robes. Quickly learned by men and boys. Big profits from spare time. Intrinsically interesting. Investigate. Write today for free book. Only a few free—no rush. **NORTHWESTERN SCHOOL OF TAXIDERMY** 3415 Grand Building, Omaha, Nebraska

**AGENTS** If you make less than \$1200 a year you should get in touch with us, the largest manufacturers of transparent handled Knives and Razors in U. S., and we will show you how to make more. Special outfit offer. **NOVELTY CUTLERY CO.** 38 Bar St., CANTON, OHIO



## True Adventure

What of the great stories of adventure of all ages and countries?

What of that lure—that lust of adventure—that drew men off shore in cockleshells—that called them to the mountain tops; that beckoned them to the heart of the jungles? What of the personal records of these men and their tales of hardship, endurance and achievement? They have been buried for many years in the corners of oblivion. Now they have been resurrected from all corners of the world and brought together in the **OUTING ADVENTURE LIBRARY** for your interest and instruction.

The six volumes that make up the **OUTING ADVENTURE LIBRARY** are beautifully bound in dark blue cloth, stamped in white and gold. They are all uniform and ready to stand side by side even with your most expensive volumes. There are more than 2,000 pages of action, exploration and adventure—all of it true—all of it interesting.

The titles are:  
In the Old West First Through the Grand Canyon  
Castaways and Crusoes Adrift in the Arctic Ice Pack  
The Lion Hunter Captives Among the Indians

## SEND NO MONEY

The coupon below explains our offer and the method of obtaining it. No money is necessary unless you are perfectly satisfied. The six volumes of the **OUTING ADVENTURE LIBRARY** described above together with a year's subscription to **OUTING**—the big outdoor magazine—will be sent to you **ENTIRELY ON APPROVAL**. If you like them you pay in easy installments, if you don't like them return them at **OUR EXPENSE**. If you are already a subscriber your subscription will be extended.

Simply Mail the Coupon Below

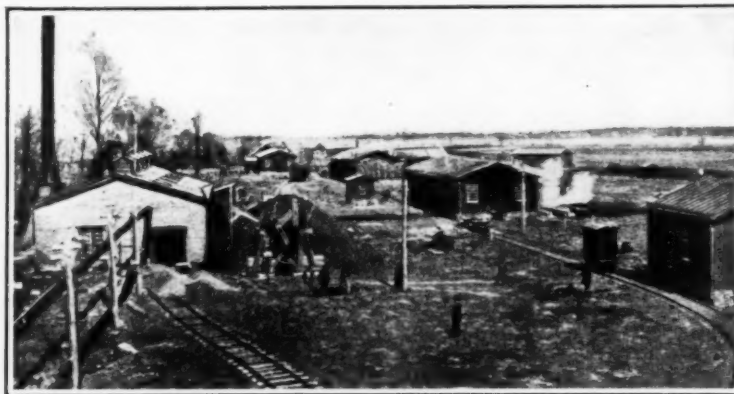
**OUTING PUBLISHING CO.** L. W. 12-15  
141 West 26th Street, New York.

Send me prepaid on approval the **OUTING ADVENTURE LIBRARY** of 6 volumes and **OUTING**—the big outdoor magazine—for twelve months. If I like them I will remit within 10 days \$1.00, and thereafter \$1.00 a month for 7 months or \$8.00 in all. Otherwise I will return the books within ten days at your expense and my subscription to **Outing** will be cancelled. (If payment in one amount is more convenient, remit \$7.00.)

Name

Address

## LATE NEWS IN PICTURES



### WHERE 31 WERE KILLED IN A POWDER EXPLOSION

General view of the Du Pont Powder mills at Wilmington, Del., where 31 men were killed by the explosion of 8,000 pounds of powder in a packing house. The frequency of explosions and fatal accidents in plants making munitions for the Allies led to the assumption that the Du Pont catastrophe was the work of German plotters. The officials of the Du Pont company, however, have declared that there is no evidence to that effect.



### COAL MINE DISASTER IN WEST VIRGINIA

Nineteen men were killed in an explosion in Mine No. 2 of the Boomer Coal and Coke Company at Boomer, W. Va., November 30. Our photographer reached the scene just as the crowd was gathering to assist in the rescue work. Blankets and lumber for improvised stretchers were being brought to the pit mouth in mine cars. The company officials refused to permit the making of pictures of the bringing out of the entombed men. About 40 men were rescued.



### CORONATION DAY IN THE STREETS OF TOKYO

The accession to the throne of the Emperor of Japan was the cause of great rejoicing throughout the empire. A series of fete days was observed, and business was largely suspended. The actual ceremony occurred on November 10 and the illustration shows the crowd on a street bordering one of the parks of the capital. The accession took place at Kyoto, the former capital of the empire.

In answering advertisements please mention "Leslie's Weekly"

## JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 677)

market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of **LESLIE'S**, follows:

A list of 7 per cent. first mortgage loans from \$300 to \$10,000, with description of the properties, can be had by writing to the Aurelius Swanson Co., 28 State National Bank Bldg., Oklahoma City, Okla. An easy and convenient method of making savings bank deposits by mail and receiving 4 per cent. interest is described in free "Booklet L," published by the Citizens' Savings and Trust Co., Cleveland, Ohio, one of the strongest trust companies in that state. Write to the above Trust Company for a copy.

Bonds paying 6 per cent. that will not be affected by the war can be had in denominations of \$100 and upward, and on a small payment plan, especially available to depositors who are only getting 4 per cent. on savings bank deposits. Write for descriptive "Circular L. 5," to Beyer & Co., 55 Wall Street, New York.

Bonds free of Income Tax and yielding from 4 to 6 per cent., such as the U. S. Government accepts as security for postal savings bank deposits, are sold in and recommended by the New First National Bank, Dept. 5, Columbus, Ohio. Write to this bank for a copy of its free "Booklet E.," on bonds of our country.

Persons seeking to diversify their investments so as to include high-grade 6 per cent. real estate mortgages in denominations of \$100, \$500, and \$1,000 are invited to send for free "Booklet No. A-62," published by the well-known mortgage and bond bankers, S. W. Straus & Co., Straus Bldg., Chicago, or 1 Wall Street, New York. This successful house was founded thirty-three years ago.

The best foundation for the future is laid by those who put their surplus earnings into first-class, dividend-paying securities. By making small investments regularly, an income for life can be had. An interesting booklet on this subject has been published by Degener & Burke, members of New York Stock Exchange, 20 Broad Street, New York. Write to this firm for a copy of their free "Booklet B."

What will happen after the war is the question that every one is asking. A very interesting free booklet on the subject has been prepared for their customers by Slattery & Co., investment securities, Exchange Place, New York. Write to the above firm for a copy of their "Booklet No. 5-B." It is especially interesting in that it explains the most convenient twenty-payment plan of purchasing stocks in large or small amounts.

Full information regarding the Partial Payments Plan of buying one or more shares of stock by a very small payment down, and regular payments thereafter, will be found in free "Booklet A. 2," published by Sheldon, Morgan & Co., members of New York Stock Exchange, 42 Broadway, New York. Those who seek to secure a separate income, or to increase their income, should write to Sheldon, Morgan & Co. for the above booklet.

Short-time notes, running from three to five years, of the first quality can be had to yield 6 per cent. to the investor. Many of the banks are buying these notes and they are, therefore, becoming scarcer. The well-known bankers, N. W. Halsey & Co., 49 Wall Street, New York, are especially recommending to their clients the three- and five-year 6 per cent. notes of the United Light & Railways Co. Write to Halsey & Co. for full particulars.

Those who seek to take advantage of the strength of the stock market by purchasing one or more shares of several of the best railway and industrial companies, can readily do so on an easy partial payment plan that will give customers the benefits of the dividends and of any advance the market may have. Write for free "Booklet 4," on the Partial Payment Plan, to John Muir & Co., specialists in odd lots, members of New York Stock Exchange, 61 Broadway, New York.

Government bonds are always regarded as the best form of investment. The Anglo-French 5 per cent. bonds, which can be bought on a basis to yield from 5 to 6 per cent., and in denominations of \$100 and upwards, are to be listed on the Stock Exchange, and as soon as the war closes will probably command a high premium. They can be purchased from J. P. Morgan & Co., Wall Street, New York. The Switzerland 5 per cent. bonds, and the Italian 6 per cent. bonds, yielding about 6 per cent., can be bought by addressing Lee, Higginson & Co., 43 Exchange Place, New York.

The money makers in Wall Street are those who familiarize themselves with conditions affecting the market's future of stocks and bonds. Any one with common knowledge can do this by paying attention to certain fundamental statistics on which all great movements in the Stock Market are based. The Babson Statistical Organization, the largest of its character in the United States, furnishes these fundamental statistics. Readers who are interested are invited to write for free particulars to Department L. 6, Babson Statistical Organization, Statistical Block, Wellesley Hills, Mass.

The demand for farm mortgages of the best kind has become so great on the parts of bank insurance companies and other careful investors, that the supply is hardly equal to the demand. Investors are impressed by the fact that no panic can affect the value of a good farm mortgage. To the man or woman with \$100 or \$1,000, a first-class, 6 per cent. farm mortgage offers the safest form of investment. An interesting free booklet, entitled "Farm Mortgages," giving facts of great interest to investors, has just been published by the Investment Department of the American Trust Co., St. Louis, Mo. Write to the above Trust Company for a copy.

Real Estate is the last form of property to be affected by business depression and the last to respond to a fresh impulse of prosperity. Stocks and bonds have had their advance and the best opportunities for a profit will be found in real estate. The way is open for small investors in some of our largest cities. The lots on Exposition Heights in Seattle, ranging in price from \$375 to \$850 can be had on a first payment of \$25 and monthly payments thereafter of \$10, with 5 per cent. interest on the balance. Seattle is one of the great and growing cities on the coast and with the opening of Alaska will have a wonderful new prosperity. Crawford & Conover, one of the most prominent real estate dealers on the Pacific Coast, who give every bank and business man in Seattle their reference, invite inquiries about the Exposition Heights property. Write to Crawford & Conover, Seattle Wash., for details. The Wall Street Journal recently said that "Seattle may be said, without fulsome praise, to be the great coming city of America."



# IF YOU REALLY WANT TO CURE YOURSELF OF CONSTIPATION—

**Y**OU must stop depending upon laxatives and cathartics. They afford only temporary relief and are dangerously habit-forming.

As a result of recent discoveries, leading physicians are discarding the use of drugs in the treatment of constipation. Instead, they prescribe regular habits, sensible food, and mineral oil used as an internal lubricant.

Is odorless and tasteless, absolutely neutral and is not absorbed by the system, acting merely as an effective mechanical lubricant.

**Nujol** is not a drug. It will not relieve constipation overnight. In most cases it is from two days to a week before regular bowel movements are restored. But **Nujol** is a genuine remedy in that *the longer it is used the more it tends to become unnecessary.*

Our booklet "The Rational Treatment of Constipation" is an informative treatise on constipation and the mineral oil treatment. It will be sent free on request (use coupon below).

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